# Exhibit 21



PROPERTY VALUATION ADVISORS, INC.

# 0.2865 Acre Development Site NEC E. Superior Street & N. Wabash Avenue Chicago, Illinois 60611

**PVA File No. 131611** 

### SUMMARY APPRAISAL REPORT

Market Value Appraisal

0.2865 Acre Development Site NEC Superior Street & Wabash Avenue Chicago, Illinois 60611 PVA File No. 131611

Effective Date of the Appraisal:

July 30, 2013

Prepared for:

Symmetry Property Development II, LLC

c/o Peter S. Greene First Vice President Investment Properties | CBRE Hotels CB Richard Ellis | Capital Markets 311 South Wacker Drive, Suite 400 Chicago, IL 60606

Prepared by:

PROPERTY VALUATION ADVISORS, INC.

200 East Ohio Street Suite 500 Chicago, Illinois 60611 www.propyal.net

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July 31, 2013

Symmetry Property Development II, LLC c/o Peter S. Greene, First Vice President CB Richard Ellis 311 South Wacker Drive, Suite 400 Chicago, IL 60606

RE: Market Value Appraisal
0.2865 Acre Development Site
NEC E. Superior St & N. Wabash Ave
Chicago, Illinois 60611

Dear Mr. Greene:

At your request we have completed an "as assembled" market value appraisal of the fee simple interest in the above captioned property. The subject property consists of a development site with approximately 12,478 square feet or 0.2865 acres. The subject site is zoned DX-12, Downtown Mixed-Use District which allows for a variety of commercial and residential applications for the site. The site is currently improved with a two story commercial building and a three (3) threestory commercial building and a portion of the overall site currently serves as a parking lot. The subject property consists of an assemblage of parcels from three different owners including 739 N. Wabash at the northeast the corner of N. Wabash Avenue and E. Superior Street that is, owned by the Catholic Church,42 E. Superior, the middle parcel, owned by the Karris family and 44-46 E. Superior Street, the largest parcel and the western parcel of the assemblage that is owned by the Farley family. Upon acquisition, ownership intends to construct a mixed-use development with a combination of ground-floor retail, a 120-unit hotel, 154 apartment units, and a parking garage with 154 spaces. Overall, the improvements will have a planned gross building area of 363,512 square feet and a net building area of 293,512 square feet that is used in calculating allowable floor area. The developer is able to increase the base floor area ratio through a number of mechanisms including façade setbacks, plaza area, and contributions to various City of Chicago civic organizations. The resulting floor area ratio is contemplated to be a factor 23.52 and we make the assumption for this report that the FAR factor is attainable.

The subject property is located at the northeast corner of Superior Street and Wabash Avenue in the Gold Coast neighborhood within the Near North Side Community of the City of Chicago. The improvements are located approximately ½ of a mile west of Lake Michigan. The subject is located approximately ½ mile north of the Chicago River with direct access into the Chicago CBD via Lake Shore Drive. Lake Shore Drive is a major north/ south arterial that stretches approximately 15 miles between S. 67<sup>th</sup> Street and Hollywood Avenue (N. 57<sup>th</sup> Street) to the north. The subject resides within the "Gold Coast" neighborhood of the community. The "Gold Coast" neighborhood is home to multiple high-end retailers, multi-family residential towers, restaurants, and hotels. Many of the most prominent businesses in the neighborhood are located along Rush Street as are some of the prestigious residential buildings proximate to the subject property.

200 EAST OHIO STREET, SHITE 500 . CHECAGO, ELINOIS 60611 . 312.255 1600 . FAX 312.255.0440

-Page 2-Symmetry Property Development II, LLC NEC E. Superior Street & N. Wabash Avenue Chicago, Illinois 60611

Overall, the subject is situated in a good location highly accessible via multiple modes of transportation including regional interstate systems e.g. I-90/94 located approximately 1 ½ miles west, immediate accessibility via Lake Shore Drive to the east with entry and exit availability on Grand Avenue, and by public commuter transit via the CTA Red, Brown, and Purple lines located one block northwest and ½ mile northwest respectively from the subject.

We have thoroughly analyzed the market and the property in arriving at our value estimates. The purpose of the forthcoming report is to outline the reasoning and the important factors considered in arriving at our value estimates. The report contains a summary of the data gathered in our investigation and describes in detail the analysis that resulted in our conclusions. The report was prepared to establish a market value for internal decision making purposes. The intended user of this report is **Symmetry Property Development II**, LLC.

Our appraisal report is prepared in accordance with Title XI of the Financial Institutions Reform, Recovery and Enforcement Act of 1989 (FIRREA) and conforms to the Uniform Standards of Professional Appraisal Practice (USPAP). This report should only be used by sophisticated users that have the opportunity to obtain a full understanding of the assumptions underlying the analysis. We have performed our services and prepared this report in accordance with generally accepted appraisal practices, and make no other warranties, either expressed or implied, as to the character and nature of such services and product.

All factors considered, it is our opinion that the "as assembled" (assuming an FAR factor of 23.52) fee simple interest value of the property based on the assumptions and limiting conditions set forth in this report as of July 30, 2013 is:

# TWENTY ONE MILLION ONE HUNDRED and FIFTY THOUSAND DOLLARS \$21,150,000

If you have any questions regarding our value estimate or analysis or require any additional information please contact the undersigned. We appreciate having the opportunity to be of service to you in this matter.

Respectfully submitted,

PROPERTY VALUATION ADVISORS, INC.

Brian D. Flanagan, MAI, President

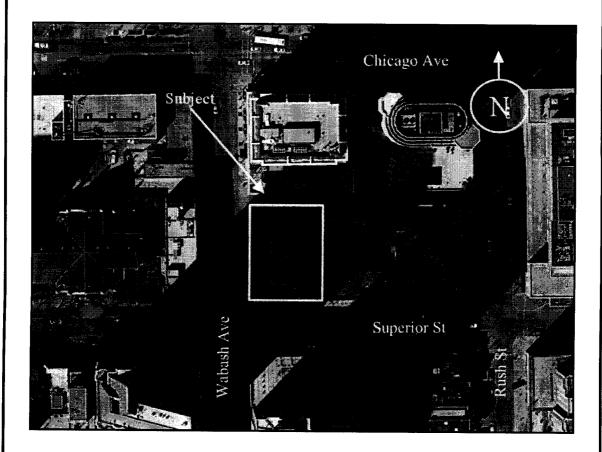
State Certified General Real Estate Appraiser

Bri D. Hamay

Certification Number 553-000103, Expires 9/30/2013

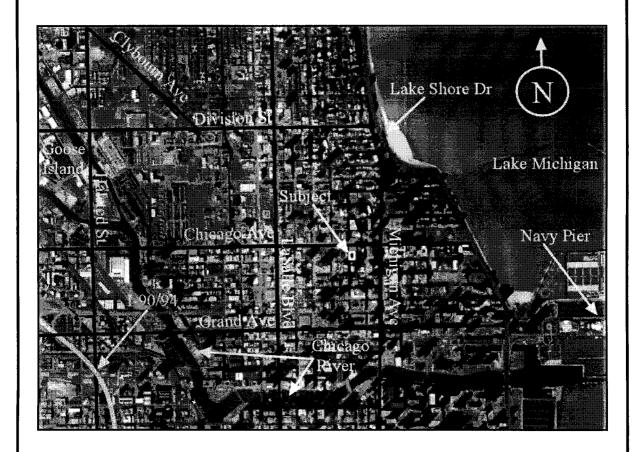
200 EAST OHIO STREET, SUITE 500 . CHICAGO, ILLINOIS 60611 . 312.255.1600 . FAX 312.255.0440

# Aerial Photograph of Subject Property

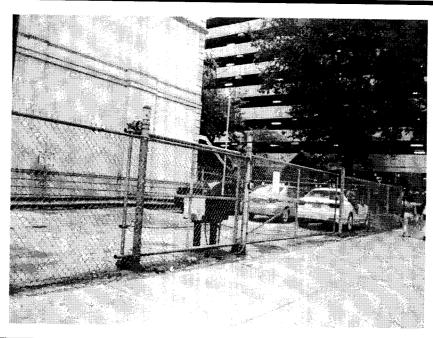


Aerial view of the subject located at the NEC of Superior Street & Wabash Avenue Chicago, Cook County, Illinois 60611

# **Aerial Photograph of Subject Property**



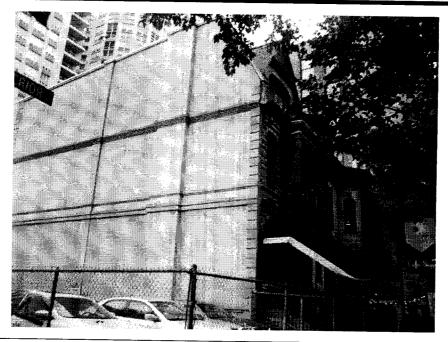
Aerial view of the subject located at the NEC of Superior Street & Wabash Avenue Chicago, Cook County, Illinois 60611



View of the corner parcel



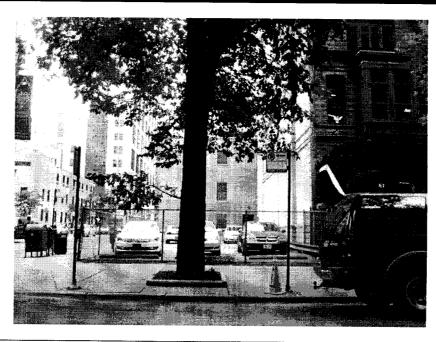
View looking to the south on N. Wabash Avenue



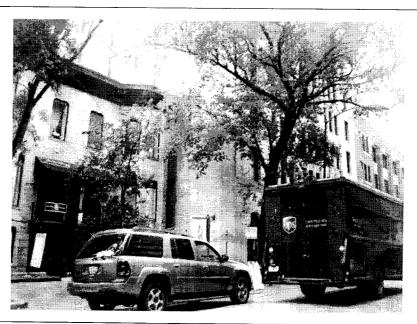
View of the subject property looking to the east



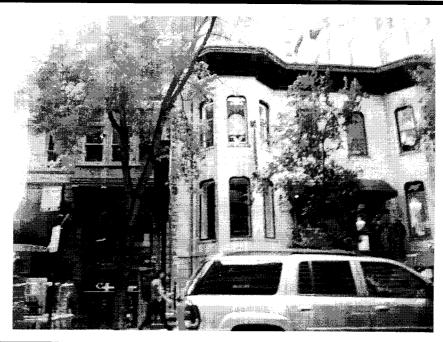
View of the middle and east parcels



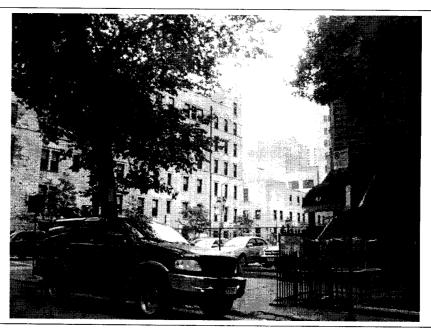
View of the subject property looking to the north



View of the subject property looking to the northeast



View of the subject property



View of the subject property looking to the northwest

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# **ADDENDA**

Qualifications Legal Description

## SUMMARY OF SALIENT FACTS

Name and Address:

0.2865 Acre Development Site

NEC E. Superior Street & N. Wabash Avenue

Chicago, Illinois 60611

Location:

The subject property is located at the northeast corner of E. Superior Street and N. Wabash Avenue in the Gold Coast neighborhood within the Near North Side Community of the City of Chicago, Cook County, Illinois. The improvements are located approximately ½ of a mile west of Lake Michigan. The subject is located approximately ½ mile north of the Chicago River with direct access into the Chicago CBD via Lake Shore Drive. Lake Shore Drive is a major north/ south arterial that stretches approximately 15 miles between S. 67th Street and Hollywood Avenue (N. 57th Street) to the north. The subject resides within the "Gold Coast" neighborhood of the community. The "Gold Coast" neighborhood is home to multiple high-end residential retailers. multi-family restaurants, and hotels. Many of the most prominent businesses in the neighborhood are located along Rush Street as are some of the prestigious residential buildings proximate to the subject property. Overall, the subject is situated in a desirable location that is highly accessible via multiple modes of transportation including regional I-90/94 systems e.g. interstate west, immediate ½ miles approximately 1 accessibility via Lake Shore Drive to the east with entry and exit availability on Grand Avenue, and by public commuter transit via the CTA Red, Brown, and Purple lines located one block northwest and ½ mile northwest respectively from the subject.

**Property Description:** 

The subject property consists of a development site with approximately 12,478 square feet or 0.2865 acres. The subject site is zoned DX-12, Downtown Mixed-Use District which allows for a variety of commercial and residential applications for the site. The site is currently improved with a two story commercial building and a three (3) three-story commercial building and a portion of the overall site currently serves as a parking lot. The subject

property consists of an assemblage of parcels from three different owners including 739 N. Wabash at the northeast the corner of N. Wabash Avenue and E. Superior Street that is, owned by the Catholic Church,42 E. Superior, the middle parcel, owned by the Karris family and44-46 E. Superior Street, the largest parcel and the western parcel of the assemblage that is owned by the Farley family. Upon acquisition, ownership intends to construct a mixed-use development with a combination of ground-floor retail, a 120-unit hotel, 154 apartment units, and a parking garage with 154 spaces. Overall, the improvements will have a planned gross building area of 363,512 square feet and a net building area of 293,512 square feet that is used in calculating allowable floor area. The developer is able to increase the base floor area ratio through a number of mechanisms including façade setbacks, plaza area, and contributions to various City of Chicago civic organizations. The resulting floor area ratio is contemplated to be a factor 23.52.

#### **Highest and Best Use:**

It is our opinion that the highest and best use of the property is for a mixed-use development with commercial uses and residential units.

## Value Indications: "As Assembled with an FAR of 23.52"

Cost Approach:

Not Applicable \$20,900,000

Sales Comparison Approach: Income Capitalization Approach:

Not Applicable

Final Value Estimate:

\$21,150,000

**Effective Date of Value:** 

July 30, 2013

**Inspection Date:** 

July 30, 2013

Marketability Considerations:

Based on our analyses and current market conditions, a reasonable marketing period for the subject property is twelve months or less.

Exposure time is the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. The exposure time typically differs from the marketing period as it is

assumed to precede the effective date of the appraisal. We project exposure time for the subject is twelve months.

# PURPOSE, INTENDED USE, & INTENDED USER OF APPRAISAL

The **purpose** of this appraisal is to estimate the value of the "as assembled" fee simple interest in the subject property as of the date of inspection, July 30, 2013. The function of this appraisal is to estimate the value of the subject property for internal decision making purposes.

Fee simple interest is defined in the Dictionary of Real Estate Appraisal, Third Edition, Chicago, Illinois, Appraisal Institute, 1993, as "absolute ownership unencumbered by any other interest or estate, subject only to the limitations imposed by the governmental powers of taxation, eminent domain, police power, and escheat."

The intended use of this appraisal is for internal decision making purposes.

The intended user is Symmetry Property Development II, LLC. Use of this report by any unauthorized others is not intended by the appraiser.

## **DEFINITION OF MARKET VALUE**

Market Value is defined as "The most probable price, which a property should bring in a competitive and open market under all condition's requisite to a fair sale, the buyer and seller each acting prudently and knowledgeably, and assuming the price is not affected by undue stimulus. Implicit in this definition are the consummation of a sale as of a specified date and the passing of title from seller to buyer under conditions whereby:

- 1. buyer and seller are typically motivated;
- 2. both parties are well informed or well advised and acting in what they consider their own best interests;
- 3. a reasonable time is allowed for exposure in the open market;
- 4. payment is made in terms of cash in US. dollars or in terms of financial arrangements comparable thereto; and
- 5. the price represents the normal consideration for the property sold unaffected by special or creative financing or sales concessions granted by anyone associated with the sale."

#### SCOPE OF APPRAISAL

In preparing this report we inspected the subject property and subject area and reviewed the relevant development land market. We collected and analyzed comparable operating information from the market. We then utilized the approaches to value to synthesize this information into an estimate of value.

l Federal Register, Vol. 165, August 24, 1990 "Rules and Regulations," 34.42

The **appraisal problem** as defined by USPAP for which this report was prepared encompasses the estimation of market value for a 0.2865 acre development site. Our scope of work entailed examination of the subject by Brian Flanagan, the proximate neighborhood as well as a search of sales of comparable properties.

Market data compiled for this report include a variety of data including comparable sales and listings. These data are the result of research specific to the market for the subject property. To the extent possible, buyers, sellers, brokers, managers, government officials or other sources regarded as knowledgeable and reliable, verified the data. Emphasis was placed on transactions for which direct verification was available. Information such as zoning, real estate taxes, assessments and encumbrances were obtained from governmental sources.

Information specific to the subject was provided by the client. Additional information was obtained through a personal inspection of the property. Specific estimates concerning projected expenses, vacancy, cash flows, etc., are the judgments of the appraisers based on our interpretation of available data.

### COMPETENCY PROVISION

We are aware of the competency provision contained within Uniform Standards of professional Appraisal Practice (USPAP) and the author of this report meets these standards. Mr. Brian D. Flanagan, MAI inspected the subject property, and researched and analyzed pertinent market information for the preparation of this appraisal report. Further, Mr. Flanagan has extensive appraisal experience with development sites and appraised a large number of such properties.

### **EXTRAORDINARY ASSUMPTIONS**

The Uniform Standard of Professional Appraisal Practice (USPAP) defines extraordinary assumptions as an assumption directly related to a specific assignment, which, if found to be false, could alter the appraiser's opinion and conclusion. Extraordinary assumptions presume as fact uncertain information about physical, legal or economic characteristics of the subject property: or about conditions external to the property such as market conditions or trends: or about the integrity of the data used in an analysis.<sup>2</sup>

- 1. During the preparation of this report, we did rely upon extraordinary assumptions. We presume the subject site to be free of any environmental issues.
- 2. We assume the subject site will be assembled through acquisitions from the three necessary unrelated parties.
- 3. We assume the intended use of the site after assemblage can be developed upon alteration of the current zoning allowances to an FAR factor of 23.52.
- 4. We include standard assumptions and limiting conditions in the certification section that govern the report.

<sup>&</sup>lt;sup>2</sup> The Dictionary of Real Estate Appraisal. 4th Edition, by the Appraisal Institute, 2002

## HYPOTHETICAL CONDITIONS

Per The Uniform Standard of Professional Appraisal Practice (USPAP) hypothetical conditions assume conditions contrary to known facts about physical, legal or economic characteristics of the subject property or about conditions external to the property, such as market conditions or trends, or integrity of data used in an analysis. There were no hypothetical conditions included within this report.

## HISTORY OF THE PROPERTY

In accordance with the Standards of Professional Practice of the Appraisal Institute, we are required to indicate the subject's ownership history for the preceding three-year period. Per review of Cook County public records, the current owner of record consists of three unrelated parties. The subject is in process of being acquired from various ownership entities and transactions. The following table provides a list of the proposed transactions involving the assemblage of the subject overall site. The current ownership entities have owned their respective sites for over three years.

No.	Street Address	PIN	Size- SF	Grantor	Sale Price	Sale Price Per SF
1	739 N. Wabash Ave	PIN: 17-10-101-008 & 17-10-1001-009	≈ 4,590 SF	Catholic Church	\$3,000,000	\$653.59
2	42 E. Superior St	PIN: 17-10-101-010	≈ 1,648 SF	Chicago Title Land Trust Co Trust No. 1098385	\$2,500,000	\$1,516.99
3	44-46 E. Superior St	PIN: 17-10-101-011 & 17-10-101-012	≈ 6,238 SF	Stone St Partners LLC	\$10,000,000	\$1,603.08

We are not aware of any further transactions, past or pending, that have occurred regarding the subject property within the past three years. The properties are currently under contract in consideration of \$15,500,000 by the Fordham Company or a related entity.

# ZONING AND OTHER RESTRICTIONS

The subject property is zoned DX-12, Downtown Mixed-Use District by the City of Chicago Zoning Ordinance. The purpose of the DX district is primarily intended to accommodate office, commercial, public, institutional and residential development. The district promotes vertical mixed-use (residential/ nonresidential) projects that contain active ground-floor uses. The following bulk and density standards are required in the DX-12 district:

Minimum Lot Area: None
Minimum Lot Frontage: None

Minimum Lot Area per Unit: 115 square feet per dwelling unit; 75 square feet per

efficiency unit; and 60 square feet per SRO

Maximum Floor Area Ratio: 12.0 Maximum Building Height: None Average Dwelling Unit Size: The gross residential floor area developed on a lot divided

by the total number of dwelling units on such lot must

equal at least 500 square feet.

Ground Floor Space: Any commercial space that is provided on the ground floor

of a building must have a minimum floor-to-floor height of

13 feet.

Minimum Yard Setbacks:

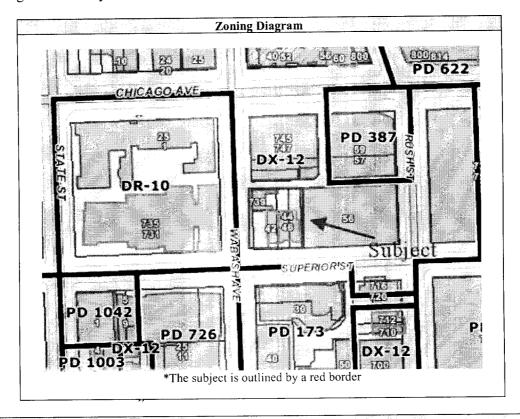
Front-

None

Side-

None

Upon reviewing the subject municipality's zoning, the subject operates as a legal but nonconforming use in its current configuration. The subject does not conform to the minimum lot area per unit based on subject's lot size of 27,050 square feet. Based on the current zoning ordinance and subject's acreage, the rebuild threshold would be approximately 360 units assuming all efficiency units.



# REAL ESTATE TAX AND ASSESSMENT DATA

#### Overview

The property tax is the largest single tax in Illinois, and is the major source of tax revenue for local government taxing districts. The property tax is a local tax, imposed by local government

taxing districts, which inelude counties, townships, municipalities, school districts, special districts, etc. Property tax is administered by local officials. In Illinois, the property tax is imposed on the value of real property (typically land, buildings, and permanent fixtures) owned. Illinois does not have a state property tax.

The process of imposing the property tax has three distinct parts. First, a value must be placed on the property; that value is called an assessment. Next, the taxing district files a levy with the county clerk on the property situated within its boundaries. Finally, the county clerk calculates the tax rate that is required to produce the amount of the levy based on the assessed value of each property in the district so taxes can be billed.

#### Assessment

The Cook County Assessor determines the value of all taxable real estate within Cook County. The assessment is based on a percentage of the property's "fair cash" or "fair market" value, which represents an estimate of fee simple market value by the Assessor's office. Once the full value of property is established, the Assessor applies percentage levels of assessment as prescribed by Cook County's Classification Ordinance. Commercial properties are assessed at 25% of the Assessor's value.

#### Equalization

Once assessments have been finalized, property valuations become subject to an equalization study by the Illinois Department of Revenue. The purpose of the study is to establish a common level of assessment among the 102 Illinois counties. Equalization factors are established on a county-basis based on an annual sales-ratio study that compares the assessed value of a given property to its sale price, in the respective year of sale. Cook County equalization factors for the past six years are summarized below.

33	Tax Year	<b>Equalization Factor</b>
	2006	2.7076
	2007	2.8439
	2008	2.9786
	2009	3.3701
	2010	3.3000
	2011	2.9706
	2012	2.8056

#### **Tax Extension**

Once the equalization process is completed, the County Clerk calculates the tax rate for each levy. The rates are expressed in terms of dollars of taxes per \$100 of equalized assessed valuation. The individual tax bills are determined by multiplying the current year's equalized assessed value of a given property by the aggregate of the tax rates of all taxing bodies within which the property lies. The extensions are the actual dollar amounts billed to the taxpayers, and in aggregate, represent the income streams to the various governmental bodies.

#### Collection

Once the levy has been extended, the County Treasurer prepares and mails the tax bill to the property owners. Tax bills are mailed in two installments. A law passed by the Illinois Legislature in 2009 raises the First Installment tax from 50% to 55% of the prior year's total tax (or 55% of the adjusted tax if an assessment certificate of error is certified by the previous Nov. 30). The Second Installment due date varies. This is because the Second Installment bill relies on the delivery of various sets of data by other state and county agencies. Unlike the First Installment bill, the Second Installment bill reflects the new assessed values, assessment appeals, exemptions, the state equalization factor, and taxing-district tax rates. All of these data are prepared by other state and county agencies.

#### **Historic Subject Property Taxes**

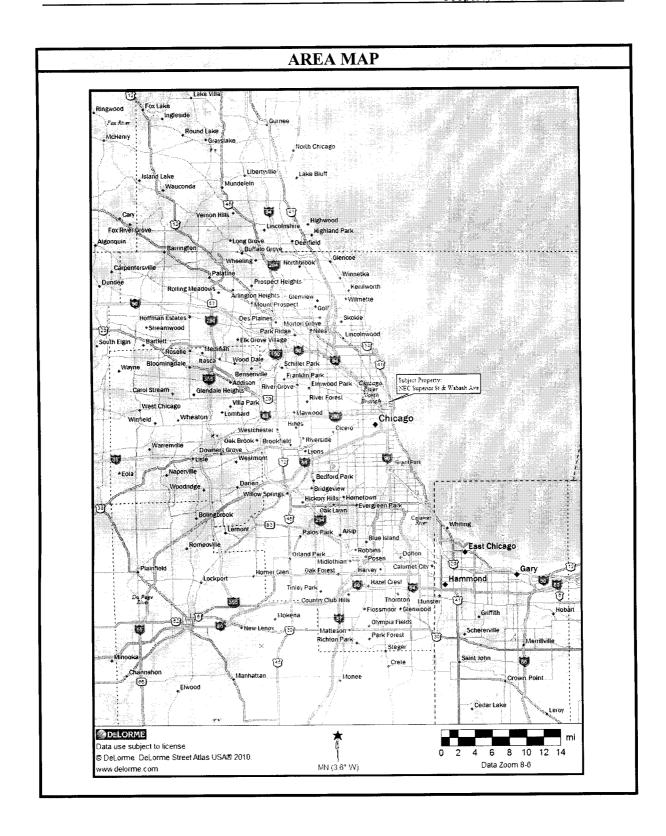
The subject property is situated on five (5) tax parcel for assessment purposes. The Property Identification Numbers are 17-10-101-008 through -012. The subject property's historical real estate taxes and assessment data are summarized in the following table. Note, the sites belonging to the Catholic Church (17-10-101-008 & -009) are exempt from property assessments and real estate taxes.

Historical Real Estate Taxes and Assessment Information  NEC Superior St & Wabash Ave  Chicago, Illinois 60611							
Parcel No. 17-10-101-010 "42 E. Superior St"	2012 Payable '13	2011 Payable '12	2010 Payable '11	<u>2009</u> Payable '10			
Land Value:	\$80,000	\$80,000	\$80,000	\$80,000			
Building Value:	\$57,851	\$138,735	\$138,735	\$138,735			
Total Value:	\$137,851	\$218,735	\$218,735	\$218,735			
Equalized Value:	\$386,755	\$649,774	\$721,826	\$737,159			
Taxes:	\$24,737	\$35,445	\$35,593	\$34,108			

Parcel No. 17-10-101-011 "44-46 E. Superior St"	2012 Payable '13	2011 Payable '12	2010 Payable '11	<u>2009</u> <u>Payable '10</u>
Land Value:	\$156,250	\$156,250	\$156,250	\$156,250
Building Value:	\$31,499	\$21,711	\$21,711	\$21,711
Total Value:	\$187,749	\$177,961	\$177,961	\$177,961
Equalized Value:	\$526,749	\$528,651	\$587,271	\$599,746
Taxes:	\$33,691	\$28,838	\$28,958	\$27,750

Parcel No. 17-10-101-012 "44-46 E. Superior St"	2012 Payable '13	2011 Payable '12	2010 Payable '11	<u>2009</u> Pavable '10
Land Value:	\$156,250	\$156,250	\$156,250	\$156,250
Building Value:	\$31,499	\$21,711	\$21,711	\$21,711
Total Value:	\$187,749	\$177,961	\$177,961	\$177,961
Equalized Value:	\$526,749	\$528,651	\$587,271	\$599,746
Taxes:	\$33,691	\$28,838	\$28,958	\$27,750

The tax bill for the 2012 tax year payable in 2013 was \$92,119.



## **AREA DESCRIPTION**

#### **Sector Overview**

The subject property is located in the Gold Coast neighborhood of the City of Chicago within the Chicago MSA one of the nation's most vital metropolitan areas. It is centrally located and has a well-diversified and healthy economic base. The Chicago Metropolitan Statistical Area (MSA) is the third largest in the United States, behind New York and Los Angeles, with a 2010 population of 9.46 million. According to Woods & Poole, Economics, the Chicago MSA is expected to continue its population and employment gains, with the population reflecting an average annual growth rate of 0.73% and an annual employment growth rate of 1.01% through 2030.

The MSA was redefined in 2003 to reflect data from the national census of 2000, and now includes fourteen counties in Illinois, Indiana, and Wisconsin, grouped into three divisions: the Chicago-Naperville-Joliet Metropolitan Division is comprised of eight Illinois counties; the Gary, Indiana Metropolitan Division is comprised of four Indiana counties; and the Lake County-Kenosha County, IL-WI Metropolitan Division constitutes the third division. Prior to 2003, Kankakee was considered part of the Chicago MSA; now it is considered a separate MSA. The MSA occupies an area of 9,581 square miles along the southern shore of Lake Michigan, across Northeastern Illinois, Northwestern Indiana, and Southeastern Wisconsin.

Chicago is centrally located in the United States making it a convenient destination for business, meeting and leisure travelers alike. Chicago boasts the world's third busiest airport and lies at one of the busiest interstate highway intersections in the nation. Chicago's convention industry thrives due to the expansive transportation and accommodation infrastructure it possesses in conjunction with Chicago's numerous cultural and sightseeing offerings. It is common for exhibitors, and organizations to capture healthy increases in attendee and exhibitor participation when they meet in Chicago due to accessibility of the city and the expansive entertainment and cultural venues the city offers. Within a 250-mile radius of Chicago, lies nearly 12% of the U.S population. This speaks to the fact that a vast population of people are at Chicago's doorstep.

#### History

In 1829, only 30 people lived in Chicago; two years later, the population had doubled. The next year, Cook County was incorporated, Chicago was declared its county seat, and on August 12, 1833, the Town of Chicago organized with a population of 350. Chicago incorporated as a city on March 4, 1837 when the State of Illinois granted Chicago a city charter.

#### **Demographics**

The Chicago metropolitan region has been growing steadily in recent years. Between 1990 and 2000, the MSA population increased by over 11%, and between 2000 and 2010, there was a net increase of 362,789 residents, due to natural increase (births) compensating for a modest net migration loss. The overall rate of growth has slowed, but is still 3.996% for those ten years.

The City of Chicago experienced an increase in population of over 4% between 1990 and 2000, but the 1990s appear to have been an anomaly. Between 2000 and 2010, the City lost approximately 200,000 residents, or more than 6.92% of its population (due to net out migration), consistent with long-term population trends. Over the past few decades, the population of the City of Chicago, like the populations of many other Midwestern and Eastern Central cities, has declined, having peaked in the 1950s at over 3,600,000. Between 1970 and 1980, the population declined by 360,000, or 12%; by 1990, it had fallen an additional 220,000, or 7%. According to the US Census Bureau, the population of Chicago as reported in the 2010 Census, is 2,695,598.

Chicago Metropolitan Statistical Area & Combined Statistical Area							
Population Characteristics (1980-2010)							
Geographic Division	1980	1990	% Δ 1980-1990	2000	% Δ 1990-2000	2010	% Δ 2000-2010
City of Chicago	3,003,961	2,783,726	-7.33%	2,896,016	4.03%	2,695,598	-6.92%
C		ville-Joliet M	letropolitan D	Division			
Cook County	5,253,655	5,105,067	-2.83%	5,376,741	5.32%	5,194,675	-3.39%
DeKalb County	76,624	77,932	1.71%	88,969	14.16%	105,160	18.20%
DuPage County	658,835	781,666	18.64%	904,161	15.67%	916,924	1.41%
Grundy County	30,582	32,337	5.74%	37,535	16.07%	50,063	33.38%
Kane County	278,405	317,471	14.03%	404,119	27.29%	515,269	27.50%
Kendall County	37,202	39,413	5.94%	54,544	38.39%	114,736	110.35%
McHenry County	147,897	183,241	23.90%	260,077	41.93%	308,760	18.72%
Will County	324,460	357,313	10.13%	502,266	40.57%	677,560	34.90%
	Gary, l	N Metropoli	tan Division				
Lake County	522,965	475,594	-9.06%	484,564	1.89%	496,005	2.36%
Porter County	119,816	128,932	7.61%	146,798	13.86%	164,343	11.95%
Jasper County	26,138	24,960	-4.51%	30,043	20.36%	33,478	11.43%
Newton County	14,844	13,551	-8.71%	14,566	7.49%	14,244	-2.21%
Lake Co	unty-Kenosh	a County, IL	-Wi Metropo	litan Division	1		
Lake County, IL	440,372	516,418	17.27%	644,356	24.77%	703,462	9.17%
Kenosha County, WI	123,137	128,181	4.10%	149,577	16.69%	166,426	11.26%
Lake Co	unty-Kenosh	a County, IL	-WI Metropo	litan Divisior	1		
Kankakee County	102,926	96,255	-6.48%	103,833	7.87%	113,449	9.26%
LaPorte County, IN	108,632	107,066	-1.44%	110,106	2.84%	111,467	1.24%
Chicago- Naperville- Joliet, IL-IN-WI MSA	7,869,542	8,065,633	2.49%	9,098,316	12.80%	9,461,105	3.99%
Chicago- Naperville- Joliet, IL-IN-WI CSA	8,266,490	8,385,397	1.44%	9,312,255	11.05%	9,686,021	4.01%
Source: United States Census							
The counties in grey were not included in the Chicago MSA calculation							
All of the counties were included in the CSA calculation							

The amount of growth the region experienced in the 1990s is surpassed only by growth observed in the 1920s and 1950s, and is equal to nearly three times the population growth experienced in the twenty year period from 1970 to 1990. Since 1990, only 31 suburban communities show a loss in their population base. While this is in large part due to a pause in the decline of the average number of people residing in each household, it does reveal a stabilization of the population for many of the older suburban communities. In the 1990s, 41 of the 77 Chicago community areas gained population, compared to only 19 a decade earlier. This growth has been fueled by a continuing increase in the Hispanic and Asian populations.

#### **Income Trends**

The Chicago metro area is an affluent region with an estimated 2010 median household income (\$65,796) that is nearly 21 percent higher than the national median. Rising median income combined with increased household formations has resulted in growth of total income in the region at a compound annual rate of 2.84 percent from 2000 to 2010. The following table outlines historical effective buying income trends for the subject property's market area between 2000 and 2010. The City of Chicago, with its affluent northern urban areas and major employers, reports nearly half the income attributable to Cook County and just shy of ¼ of the income of the entire CBSA is generated by this area. Growth in the Metro Area is expected to be above the state and at levels similar to the national growth through 2015.

Market Area Effective Buying Income Chicago Metropolitan Area				
Area	2009			
Chicago	\$53,428,602,500			
Cook County	\$112,651,672,500			
Chicago CBSA Area	\$216,277,750,000			
State of Illinois	\$276,088,747,500			
United States	\$6,443,994,426,250			
Source: Nielsen Claritas Inc.				

Historically, the Chicago Metro Area's aggregate income and average household income have grown in line with the State of Illinois and the United States. However, the recent recessionary period heavily impacted by the communications industry, aircraft and airline industries and several of the major rust belt industries, strongly impacted growth in median household income. The area is only now recovering from that recession as employment statistics show an encouraging trend. The annual median household income growth in Chicago of 3.36 percent is a reversal of the declines in the Metro Area and Cook County, closing the gap in income levels. This is partially driven by new contracts in some service industries. Projected growth is expressed in average household income rather than median. The significantly higher levels show the influence of the affluent components of the market where income levels at the top of the market pull the averages to levels well above the state and the nation, showing a metro area income of \$65,796 for 2010, well above the comparable levels for other regions in the presentation. This reflects the upper end strength in the market and the number of corporate executive level positions within the market area. This is expected to sustain economic activity and economic growth throughout the market area.

Ma	irket Area Media Chicago Met	ın Household In ropolitan Area	ıcome		
Area	2000	2010	CAG	2015	CAG*
Chicago	\$38,701	\$51,722	3.36%	\$60,566	3.41%
Cook County	\$45,947	\$59,325	2.91%	\$68,005	2.92%
Chicago CBSA Area	\$51,228	\$65,796	2.84%	\$76,699	3.31%
State of Illinois	\$46,635	\$60,254	2.92%	\$69,034	2.91%
United States	\$42,164	\$54,442	2.91%	\$61,189	2.47%

<sup>\*</sup> Projections for Annual Growth Rate 2010-2015

Source: Sales and Marketing Management for years indicated & STDB Online

#### **Economy**

2010 Gross Metropolitan Product Ranking United States Metropolitan Areas						
Rank	Metro Area	GMP 2010 (Millions)				
1	New York Metropolitan Area	\$1,280,517				
2	Los Angeles Metropolitan Area	\$735,743				
3	Chicago Metropolitan Area	\$532,331				
4	Washington Metropolitan Area	\$425,167				
5	Greater Houston	\$384,603				
6	Dallas-Fort Worth-Arlington	\$374,081				
7	Delaware Valley (Philadelphia)	\$346,932				
8	San Francisco Bay Area	\$325,927				
9	Greater Boston	\$313,690				
10	Atlanta Metropolitan Area	\$272,362				

Source: US Department of Commerce Bureau of Economic Analysis

When compared to the rest of the world, Chicago has the 4th largest urban agglomeration based on GDP (measured using PPP – Purchasing Power Parity) in the world. According to information acquired from the Bureau of Economic Analysis, the Chicago MSA produced a Gross Metropolitan Product (GMP) worth \$574.0 billion in 2008, placing it third among US metropolitan areas, after New York and Los Angeles. Specific information detailing a further a break down of metropolitan division was not available. Overall, the Chicago area has a stable and exceptionally well-diversified economic base. The City of Chicago has 8 Fortune 500 companies within its boundaries ranking it sixth among cities in the United States.

Fortune 500 Companies 2011 - Chicago, IL						
Company	State Rank	National Rank	Revenue (Millions)			
Boeing	2	36	64,306.00			
United Continental Holdings	12	114	23,229.00			
Exelon	14	141	18,644.00			
R.R. Donnelley & Sons	19	247	10,018.90			
Aon	20	286	8,512.00			
Smurfit-Stone Container	26	369	6,286.00			
Integrys Energy Group	29	430	5,203.20			
Telephone & Data Systems	30	450	4,986.80			

Source: Fortune Magazine 2011

The greater Chicago area has is home to one of the largest concentration of Fortune 500 companies in the United States. Of the 500 largest United States corporations listed in Fortune Magazine in 2011, 28 are located in the Chicago area and many others have regional or branch offices located in the Chicago area. The top 100 companies on the list include: Walgreen, Boeing, Archer Daniels Midland, Kraft Foods, Sears Holdings, Abbott Laboratories, and Allstate. The city is one of the world's largest centers of commodities trading activity and is the home of the country's largest exchanges (The Chicago Board of Trade and the Chicago Mercantile Exchange). Chicago is also one of the five largest financial centers in the United States and the world's largest producer of steel and machinery, as well as the nation's wholesaling center.

Fortune 500 Companies 2011 – Chicago Area							
Company	State Rank	National Rank	Revenue (Millions)	City			
Walgreen	1	32	67,420.00	Deerfield			
Boeing	2	36	64,306.00	Chicago			
Archer Daniels Midland	4	39	61,682.00	Decatur			
Kraft Foods	5	49	49,542.00	Northfield			
Sears Holdings	6	57	43,326.00	Hoffman Estates			
Abbott Laboratories	8	69	35,166.70	Abbott Park			
Allstate	9	89	31,400.00	Northbrook			
McDonald's	11	111	24,074.60	Oak Brook			
United Continental Holdings	12	114	23,229.00	Chicago			
Motorola Solutions	13	116	22,823.00	Schaumburg			
Exelon	14	141	18,644.00	Chicago			
Illinois Tool Works	15	156	15,870.40	Glenview			
Sara Lee	16	191	12,919.00	Downers Grove			
Baxter International	17	192	12,843.00	Deerfield			
Navistar International	18	204	12,145.00	Warrenville			
R.R. Donnelley & Sons	19	247	10,018.90	Chicago			
Aon	20	286	8,512.00	Chicago			
Discover Financial Services	21	291	8,241.20	Riverwoods			
W.W. Grainger	22	328	7,182.20	Lake Forest			
OfficeMax	23	330	7,150.00	Naperville			
Dover	24	331	7,142.00	Downers Grove			
Fortune Brands	25	352	6,570.50	Deerfield			
Smurfit-Stone Container	26	369	6,286.00	Chicago			
Tenneco	27	386	5,937.00	Lake Forest			
Anixter International	28	414	5,472.10	Glenview			
Integrys Energy Group	29	430	5,203.20	Chicago			
Telephone & Data Systems	30	450	4,986.80	Chicago			
United Stationers	31	467	4,832.20	Deerfield			

Source: Fortune Magazine 2011

Major industrial corporations with headquarters in the Chicago area include Boeing, IC Industries, Borg-Warner, Navistar International, Motorola, FMC, Inland Steel, and USG Corporation. The Chicago metropolitan area is also headquarters for diversified food companies such as Kraft, Sara Lee, McDonald's, Quaker Oats and Swift. Home to one of the world's largest retailers, Sears Roebuck and Company, Chicago has also spawned development of such major retailing companies as Macy's, Walgreen's, and Ace Hardware.

A detail of the Chicago's largest public companies is included below.

No.	Company	Headquarters Location	Market Cap*	ed by 2010 Net Rev 2010 Revenue	Full Time Employees	Primary Industries
ı	Walgreen Co.	200 Wilmot Road Deerfield, IL 60015	\$35,666.3M	\$67,420.0M	244,000	Drugstores Mail Order
2	Boeing Co.	100 N. Riverside Plaza Chicago, IL 60606	\$47,983.0M	\$64,306.0M	160,500	Aerospace Defense
3	Archer Daniels Midland Co.	303 E. Wacker Drive Chicago, IL 60601	\$19,161.0M	\$61,682.0 M	29,300	Agricultural products
4	Kraft Foods Inc.	3 Lakes Drive Northfield, IL 60093	\$55,081.6M	\$49,207.0M	127,000	Snacks, Beverages, & Packaged Meals
5	Sears Holding Co.	3333 Beverly Road Hoffman Estates, IL 60179	\$8,038.8M	\$43,6326.0M	312,000	Department Stores
6	Caterpillar Inc.	2200 Channahon Road Rockdale, IL 60436	\$59,832.2M	\$42,588.0M	104,490	Construction and Farm machinery
7	Abbott Laboratories	100 Abbott Park Road Abbott Park, IL 60064	\$74,116.7M	\$35,166.7M	90,000	Pharmaceuticals
8	Allstate Corp.	2775 Sanders Road Northbrook, IL 60062	\$16,992.0M	\$31,400.0M	35,700	Property, Life, & Casualty Insurance
9	Deere & Co.	1 John Deere Place Moline, IL 61265	\$34,967.4M	\$25,549.6M	55,650	Construction and Farm machinery
10	McDonald's Corp.	2111 McDonald's Drive Oak Brook, IL 60523	\$80,874.4M	\$24,074.6M	400,000	Fast Food
11	United Continental Holdings Inc.*	77 W. Wacker Drive Chicago, IL 60601	\$7,811.1M	\$23,229.0M	86,000	Airline
12	Motorola Solutions Inc	1313 E. Algonquin Road Schaumburg, IL 60196	\$21,351.7M	\$19,282.0M	51,000	Communications Equipment
13	Exelon Corp.	10 S. Dearborn St 37th Flr Chicago, IL 60603	\$27,559.2M	\$18,644.0M	19,214	Electricity Supplier
14	Illinois Tool Works Inc.	3600 W. Lake Avenue Glenview, IL 60026	\$26,579.6M	\$15,870.4M	61,000	Industrial Machinery
15	Baxter International Inc.	1 Baxter Parkway Deerfield, IL 60015	\$29,396.7M	\$12,843.0M	48,000	Medical products and services
16	Navistar International	2701 Navistar Drive Lisle, Illinois 60532	\$4,186.9M	\$12,145.0M	15,800	Manufacturer of Vehicles
17	Motorola Mobility Holdings Inc.	600 North US Hwy 45 Libertyville, Illinois 60048	\$8,570.8M	\$11,465.0M	19,000	Communications
18	Sara Lee Corp.	3500 Lacey Road Downers Grove, IL 60515	\$10,899.0M	\$10,793.0M	33,400	Food, Food-Service Personal Products
19	RR Donnelley & Sons	111 South Wacker Drive Chicago, IL 60606-4301	\$3,609.3	\$10,018.9M	58,700	Commercial Printing
20	CNA Financial Corp.	333 S. Wabash Chicago, IL 60604	\$7,280.2	\$9,209.0M	8,000	Property and Casualty Insurance

<sup>15</sup> 

A detail of the Chicago's largest private companies is included below.

1.1		Chicago Area's Largest Private Companies- Ranked by 2010 Revenue					
No.	Company	Headquarters Location	2010 Net Revenue	Chicago Employees	Worldwide Employees	Primary Industries	
1	U.S. Foodservice INC	9399 W. Higgins Road #500, Rosemont, IL 60018	\$18,862.1M	1,039	25,000	Food and restaurant supply distributor	
2	Reyes Holdings LLC	9500 W. Bryn Mawr Ave. 700 Rosemont, IL 60018	\$12,800.0M	560	11,100	Food and beverage distribution	
3	Topco Associates LLC	7711 Gross Point Road Skokie, IL 60077	\$11,300.0M	360	460	Supplier of products, services to supermarkets	
4	CDW LLC	200 N. Milwaukee Ave, Vernon Hills, IL 60061	\$8,801.0 M	3,791	6,230	Computer hardware, software	
5	Havi Group L.P.	3010 Highland Pkwy #400 Downers Grove, IL 60515	\$8,000.0M	NA	10,000	Freight and supply- chain management, promotions, marketing	
6	OSI Group LLC	1225 Corporate Blvd. Aurora, IL 60505	\$5,150.0M	1,600	19,100	Develops and processes food	
7	Eby-Brown Co., LLC	280 W. Shuman Blvd. Naperville, IL 60563	\$4,600.0 M	610	2,500	Wholesale distributor	
8	Medline Industries Inc.	1 Medline Place Mundelein, IL 60060	\$4,040.0M	2,257	7,500	Manufacturer & distributor of medical supplies	
9	Ryerson INC.	2621 W. 15 <sup>th</sup> Place Chicago, IL 60608	\$3,900.0 M	400	4,600	Metal processor and distributor	
10	Ace Hardware Corp.	2200 Kensington Court Oak Brook, IL 60523	\$3,530.0 M	1,051	4,137	Retailer owned hardware cooperative	
11	Walsh Group LTD.	929 W. Adams Street Chicago, IL 60607	\$3,448.5 M	1,500	6,000	Contractor, design builder and construction manager	
12	Tribune Co.	435 North Michigan, Chicago, IL 60611	\$3,200.0 M	3,200	13,000	Media	
13	Follett Corp.	2233 West Street River Grove, II 60171	\$2,719.0 M	2,500	6,300	Retail and wholesale distributor	
14	Inland Real Estate Group off Cos., Oak Brook	2901 Butterfield Oak Brook, IL 60523	\$2,492.6 M	1,058	1,494	Comm. Real Estate leasing, development	
15	Heico Cos. LLC	70 W. Madison Street 5600 Chicago, IL 60602	\$2,300.0 M	570	10,000	Buyout firm specializing in manufacturing	

Source: Crain's Chicago Business Top Lists 2012

Chicago is home to some of the largest privately held companies in America. This is evidenced by the fact that Reyes Holdings LLC is the 16<sup>th</sup> largest privately held company in the United States and there are four more companies in the top private 100 according to Forbes.

	Chicago Area's Largest Thrifts						
No.	Company	Total Assets (Millions)					
1	Bank Financial Federal Savings Bank	\$1,701.4					
2	Allstate Bank	\$1,206.2					
3	Liberty Bank for Savings	\$855.5					
4	Midcountry Bank	\$689.9					
5	First Savings Bank of Hegewisch	\$540.5					
6	Lisle Savings Bank	\$522.4					
7	Community Savings Bank	\$425.0					
8	Hoyne Savings Bank	\$298.6					
9	Prospect Federal Savings Bank	\$293.7					
10	McHenry Savings Bank	\$279.8					

Source: Crain's Chicago Business Top Lists 2012

It should be noted that the total assets detailed above are the assets held as of March 31, 2011. A detail of Chicago's largest banks is included below.

	Chicago Area's Largest Banks- Ranked by Assets (As of March 31, 2011)								
No.	Company	Assets (Millions)	Commercial Loans	Real Estate Loans	Consumer Loans	Other Loans			
1	Northern Trust	\$79,561.3M	29.4%	5.4%	10.6%	54.6%			
2	Harris N.A	\$49,886.5M	13.0%	13.8%	22.4%	50.8%			
3	Private Bank & Trust Co.	\$12,465.6M	35.4%	38.8%	2.3%	23.5%			
4	MB Financial Bank N.A	\$10,016.1M	30.9%	28.1%	3.4%	37.6%			
5	First Midwest Bank	\$7,892.1M	19.4%	41.3%	0.9%	38.4%			
6	Cole Taylor Bank	\$4,272.4M	42.7%	34.7%	0.1%	22.4%			
7	First American Bank	\$2,781.0M	26.0%	22.1%	0.4%	51.5%			
8	Parkway Bank & Trust Co.	\$2,532.5M	2.2%	63.3%	0.1%	34.4%			
9	Lake Forest Bank & Trust	\$2,413.3M	56.8%	14.3%	9.4%	19.5%			
10	American Chartered Bank	\$2,325.4M	27.7%	43.9%	0.2%	28.2%			

Source: Crain's Chicago Business Top Lists 2012

The list above includes the banks listing Illinois Headquarters in assets filings with Federal Deposit Insurance Corporation (FDIC). The commercial loan category includes domestic secured and unsecured loans for commercial and industrial purposes. The real estate loan category includes domestic non-farm and non-residential loans. Consumer loans are unsecured domestic loans to individuals. Further, the current economic climate has resulted in write downs of assets at a large number of the banks possibly including the ones above. The information above was the most recent available and the value of the assets may have changed since these numbers above were reported.

## **Employment**

Chicago is a substantial metropolitan market and the broad diversification of the Chicago economy and its lack of dependence on a single volatile industry (high technology for example) have preserved it from the worst effects of the economic recessions and the lingering slumps that have swamped the national economy. In being so broad based, the economy of Chicago resembles that of the nation and endures the same general strengths and weaknesses. The

manufacturing base has suffered on the local, regional, and national basis. While the metropolitan area population has grown moderately in the past two decades, the level of employment has grown significantly. From 1970 through 2000, the number of workers increased by more than 3%. In the 1980's and continuing through 2010, a shift from manufacturing to the services sector began as manufacturing jobs moved to the south or even out of the country.

Area: Chicago-Joliet-Naperville, IL-IN-Wl Period: May 2011							
Occupation (SOC code)	Employment	Hourly median wage	Annual median wage(2)				
Management Occupations(110000)	245,420	\$43.63	\$90,760				
Business and Financial Operations Occupations(130000)	243,500	\$30.06	\$62,520				
Computer and Mathematical Occupations(150000)	106,300	\$36.15	\$75,200				
Architecture and Engineering Occupations(170000)	59,430	\$33.47	\$69,620				
Life Physical and Social Science Occupations(190000)	25,340	\$32.00	\$66,560				
Community and Social Service Occupations(210000)	51,810	\$19.61	\$40,790				
Legal Occupations(230000)	39,520	\$44.00	\$91,530				
Education Training and Library Occupations(250000)	296,680	\$24.11	\$50,150				
Arts Design Entertainment Sports and Media Occupations(270000)	57,100	\$21.35	\$44,410				
Healthcare Practitioners and Technical Occupations(290000)	243,230	\$30.56	\$63,570				
Healthcare Support Occupations(310000)	117,790	\$12.16	\$25,300				
Protective Service Occupations(330000)	110,190	\$16.52	\$34,360				
Food Preparation and Serving Related Occupations(350000)	324,050	\$9.17	\$19,060				
Building and Grounds Cleaning and Maintenance Occupations(370000)	141,460	\$11.54	\$24,010				
Personal Care and Service Occupations(390000)	115,150	\$10.29	\$21,400				
Sales and Related Occupations(410000)	463,260	\$13.07	\$27,180				
Office and Administrative Support Occupations(430000)	663,500	\$15.85	\$32,980				
Farming Fishing and Forestry Occupations(450000)	2,180	\$11.13	\$23,140				
Construction and Extraction Occupations(470000)	144,220	\$27.06	\$56,290				
Installation Maintenance and Repair Occupations (490000)	131,620	\$21.43	\$44,580				
Production Occupations(510000)	300,860	\$15.02	\$31,250				
Transportation and Material Moving Occupations(530000)	326,720	\$13.70	\$28,490				

Footnotes:

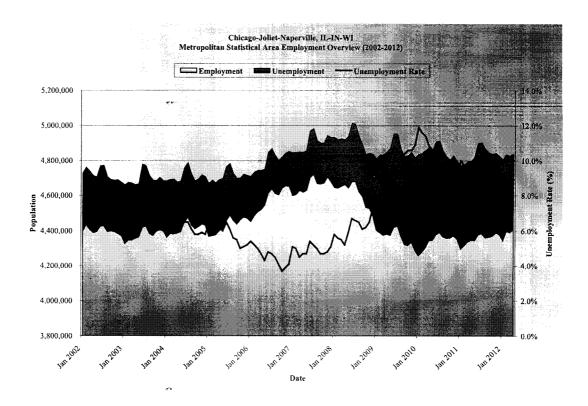
Data extracted on April 9 2012

As of November 2012, the Chicago Metropolitan Area has a preliminary employment level estimate of 4,465,777 persons. The Chicago MSA like the United States on the whole has seen sizeable increases in unemployment. Beginning of 2007, the unemployment rate in Chicago has gradually increased and, as of November 2012, the rate was at 9.7%. This is above the Chicago-Naperville-Joliet Metropolitan Area which had an unemployment rate of 8.3%. Below are tables showing the unemployment information since May 2011 for both the city of Chicago followed by the Chicago-Naperville-Joliet Metropolitan Area.

<sup>(1)</sup> Estimates for detailed occupations do not sum to the totals because the totals include occupations not shown separately. Estimates do not include self-employed workers.

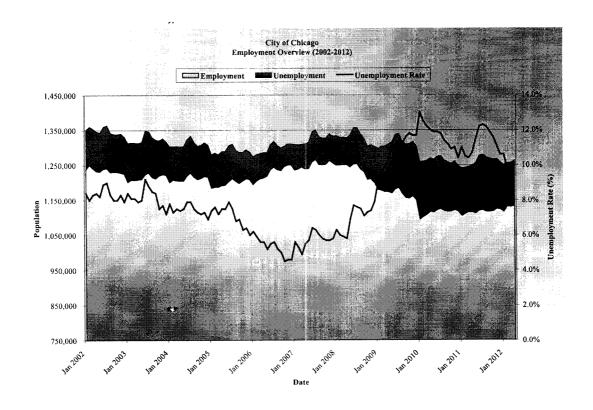
<sup>(2)</sup> Annual wages have been calculated by multiplying the hourly mean wage by 2080 hours; where an hourly mean wage is not published the annual wage has been directly calculated from the reported survey data.

SOC code: Standard Occupational Classification code -- see http://www.bls.gov/soc/home.htm



	Monthly Not Seasonally Adjusted Labor Force, Employment and Unemployment data in Chicago-Naperville-Joliet, IL MSA								
Period	Civilian Labor Force	Employment	Unemployment	Unemployment Rate	Preliminary Calculation	Period			
May 2011	4,820,142	4,344,674	475,468	9.9%	No	May 2011			
Jun 2011	4,899,980	4,379,546	520,434	10.6%	No	Jun 2011			
Jul 2011	4,903,338	4,384,338	519,000	10.6%	No	Jul 2011			
Aug 2011	4,864,957	4,361,424	503,533	10.4%	No	Aug 2011			
Sep 2011	4,844,123	4,364,234	479,889	9.9%	No	Sep 2011			
Oct 2011	4,837,265	4,370,158	467,107	9.7%	No	Oct 2011			
Nov 2011	4,842,343	4,389,869	452,474	9.3%	No	Nov 2011			
Dec 2011	4,825,950	4,378,790	447,160	9.3%	No	Dec 2011			
Jan 2012	4,806,044	4,343,035	463,009	9.6%	No	Jan 2012			
Feb 2012	4,834,912	4,397,587	437,325	9.0%	No	Feb 2012			
Mar 2012	4,826,820	4,391,264	435,556	9.0%	No	Mar 2012			
Apr 2012	4,838,714	4,409,890	428,824	8.9%	No	Apr 2012			
May 2012	4,846,105	4,432,576	413,529	8.5%	No	May 2012			
Jun 2012	4,935,561	4,475,444	460,117	9.3%	No	Jun 2012			
Jul 2012	4,930,962	4,480,208	450,754	9.1%	No	Jul 2012			
Aug 2012	4,866,881	4,440,244	426,637	8.8%	No	Aug 2012			
Sep 2012	4,892,506	4,502,828	389,678	8.0%	No	Sep 2012			
Oct 2012	4,920,344	4,509,718	410,626	8.3%	No	Oct 2012			
Nov 2012	4,870,409	4,465,777	404,632	8.3%	Yes	Nov 2012			

Source: Bureau of Labor Statistics



Monthly N	Monthly Not Seasonally Adjusted Labor Force, Employment and Unemployment data in City Of Chicago								
Period	Civilian Labor Force	Employment	Unemployment	Unemployment Rate	Preliminary Calculation	Period			
May 2011	1,255,446	1,111,558	143,888	11.5%	No	May 2011			
Jun 2011	1,275,595	1,119,767	155,828	12.2%	No	Jun 2011			
Jul 2011	1,278,612	1,121,018	157,594	12.3%	No	Jul 2011			
Aug 2011	1,270,961	1,116,214	154,747	12.2%	No	Aug 2011			
Sep 2011	1,267,138	1,116,449	150,689	11.9%	No	Sep 2011			
Oct 2011	1,265,171	1,117,876	147,295	11.6%	No	Oct 2011			
Nov 2011	1,265,977	1,124,826	141,151	11.1%	No	Nov 2011			
Dec 2011	1,256,229	1,122,852	133,377	10.6%	No	Dec 2011			
Jan 2012	1,249,584	1,116,571	133,013	10.6%	No	Jan 2012			
Feb 2012	1,254,426	1,131,708	122,718	9.8%	No	Feb 2012			
Mar 2012	1,254,643	1,130,229	124,414	9.9%	No	Mar 2012			
Apr 2012	1,261,655	1,133,987	127,668	10.1%	No	Apr 2012			
May 2012	1,264,095	1,139,612	124,483	9.8%	No	May 2012			
Jun 2012	1,284,618	1,148,209	136,409	10.6%	No	Jun 2012			
Jul 2012	1,286,817	1,151,723	135,094	10.5%	No	Jul 2012			
Aug 2012	1,272,577	1,141,979	130,598	10.3%	No	Aug 2012			
Sep 2012	1,279,650	1,159,261	120,389	9.4%	No	Sep 2012			
Oct 2012	1,288,203	1,160,542	127,661	9.9%	No	Oct 2012			
Nov 2012	1,272,729	1,148,737	123,992	9.7%	Yes	Nov 2012_			

Source: Bureau of Labor Statistics

Rank	Company	# of Full Time Employees	# of Full Time Worldwide Employees
1	US Government 230 S Dearborn Street #3900 Chicago, IL 60604	49,573	2,840,000
2	Chicago Public Schools 125 S Clark Street Chicago, IL 60603	40,883	40,883
3	City of Chicago 121 S LaSalle Street Chicago, IL 60602	35,237	35,237
4	State of Illinois 100 W Randolph Street Chicago, IL 60601	25,700	68,000
5	Cook County 118 N Clark Street 3rd Floor Chicago, IL 60602	23,083	23,083
6	Wal-Mart Stores Inc. 8430 W. Bryn Mawr Ave Chicago, IL 60631	21,329	2,100,000
7	Advocate Health Care 2025 Windsor Drive Oak Brook, IL 60523	14,873	15,704
8	JP Morgan Chase Company 10 S. Dearborn Street Chicago, IL 60603	13,639	242,254
9	Walgreen Co. 200 Wilmot Road Deerfield, IL 60015	13,122	166,017
10	Abbott Laboratories 100 Abbott Park Road North Chicago, IL 60064	13,000	90,000
10	United Continental Holdings Inc. 77 W. Wacker Drive Chicago, IL 60601	13,000	86,852
12	AT&T Inc. 225 W Randolph Street Chicago, IL 60606	12,200	267,720
13	Motorola Inc. 1303 E. Algonquin Road Schaumburg, IL 60196	10,000	51,600
14	American Airlines O'Hare International Airport Chicago, IL 60666	9,766	86,318
14	University of Illinois at Chicago 601 S. Morgan Street Chicago, IL 60607	9,766	9,766

Source: Crain's Chicago Business Top Lists 2012

### **Transportation**

The Chicago Metropolitan Area is equipped with an expansive transportation infrastructure that is anchored by two major airports, one of the busiest highway and interstate systems in the country, an extensive rail system serving both commuters and commercial entities, and the central port in the United States. Chicago's O'Hare International Airport is the second busiest in the country behind Atlanta's Hartsfield Airport, handling over 66 million passengers annually. O'Hare International Airport completed a major renovation, moving the airport's massive heating and cooling plant and adding two new terminals and dozens of new aircraft boarding gates. The \$3.2 billion World Gateway Program of O'Hare has addressed both the needs of the airlines and the travelers. The other major airport serving the Chicago region is Midway Airport on the southwest side of Chicago. The airport finished an \$800 million reconstruction featuring a new terminal and massive parking facility. The airport has increased the number of gates from 29 to 43 gates. Southwest Airlines is the leading carrier at the airport.

AIR TRAVELERS THROUGH CHICAGO - (Total passenger arrivals and departures)									
	2006	2007	2008	2009	2010	2011			
O'Hare Domestic	64,576,289	64,270,672	59,332,468	53,958,603	56,615,214	57,234,398			
O'Hare International	11,705,923	11,911,353	11,486,547	10,439,179	10,410,977	10,011,333			
Midway Domestic	18,680,663	19,378,855	17,311,644	17,028,761	17,577,360	18,639,373			
Midway International	187,725	125,009	33,991	60,604	99,053	243,797			

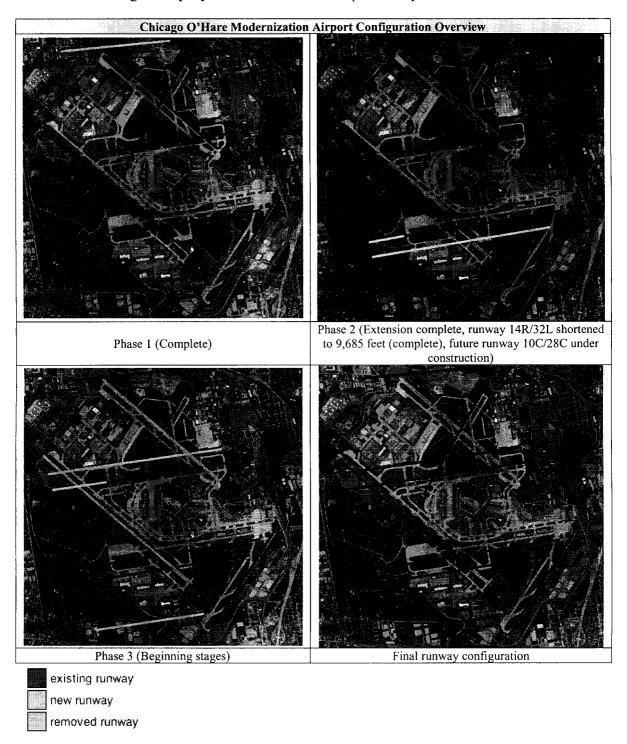
Source: Chicago Department of Aviation (Round-trip and connecting tickets are counted as two trips)

The Chicago area is well known for its extensive mass transportation system which includes suburban commuter trains, city and regional bus routes, and subway and elevated train lines in the city. The Chicago Transit Authority (CTA) operates elevated rail lines, subway rail lines, and extensive bus routes within the city limits and selected border suburbs. Metra operates high-speed commuter trains connecting the farthest suburbs to downtown, while the Pace bus system covers the nearer suburbs. These three service boards make up the Regional Transportation Authority (RTA). The RTA has the primary responsibility of financial and budget oversight for the CTA, Metra and Pace. The RTA is the second largest public transportation system in North America providing over two million rides a day.

With its central location and access to interstates, water systems and train lines, the Chicago MSA serves as an integral shipping and transportation center. The Port of Chicago provides water access to the city available both from the Gulf of Mexico, by way of the Mississippi and Illinois Rivers and from the Atlantic Ocean via the St. Lawrence Seaway and the Great Lakes. In 2010, Chicago ranked 36<sup>th</sup> nationally in domestic trade, with over 18.5 million tons passing through the port. Located at the junction of five major interstate highways, which also bring commuter traffic into the downtown area, Chicago is the nation's largest trucking center, offering a comprehensive motor carriage system that attracts more than 30 million tons of freight annually. Chicago is also a hub of the nation's railway system, transporting approximately 23 million tons of manufactured goods annually along 18 trunk lines encompassing half of the nation's railway mileage. Chicago has an extensive interstate system linked by both federal and state highways. Interstate highways servicing the Chicago area include I-90/94 (Dan Ryan), I-94 (Edens), I-55 (Stevenson), I-290 (Eisenhower), I-294 (Tri-State), I-88 (East-West Tollway), I-355 (Veterans Memorial Tollway), I-57, I-80 and a wealth of state and federal highways.

## O'Hare Modernization Program (OMP)

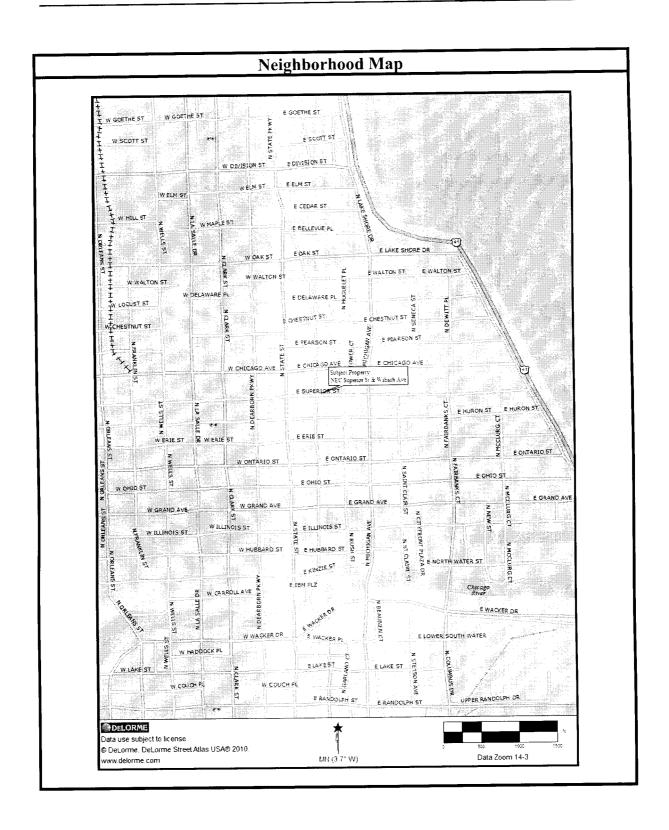
The O'Hare Modernization Program is a \$7.3 billion program with the aim of reconfiguring the current intersecting runway layout into a more modern parallel layout.



According to flychicago.com, the OMP has the potential to decrease delays by 79% and increase the airport capacity by 60%. An extension of the north runway to 13,001 feet opened in September of 2008. Additionally, departure routes were redesigned for Chicago O'Hare and Midway airports, which has been a catalyst in increasing maximum aircraft arrival capacity. The modernization plan has required the acquisition of 126 acres of land in Des Plaines. This area will largely be used for the construction of a runway and a control tower. All seven of the runways currently existing at O'Hare intersect except for one. After the phased implementation of the OMP, the more modern parallel configuration will represent a design similar to that which can be found at Dallas Fort-Worth and Atlanta Hartsfield. This program was approved by the federal government on September 30, 2005. The OMP is projected to create 195,000 jobs and add \$18 billion in annual economic activity to the region, which will add to the 450,000 jobs and \$38 billion of activity the airport is responsible for. The program will need to acquire 433 acres in the municipalities of Chicago, Des Plaines, Elk Grove Village and Bensenville.

#### Conclusion

In general, the Chicago area has a stable and exceptionally diversified economic base and a population that is expected to grow steadily over the next several decades. As detailed above, it is evident that Chicago has a vital and vibrant central business district coupled with an excellent transportation infrastructure. With the numerous assets Chicago has to offer, it is no wonder why it has managed to be one of the most popular places in the country to do business. This vibrancy has extended to the suburbs in the form of a diversified residential base. Chicagoland's growing population and economy has created a foundation capable of supporting the investment in major projects in the suburbs and downtown area alike. Further, the proliferation of industrial and office/commercial space is driven by Chicago's central location and transportation infrastructure. The strong local economy evidenced by not only the local businesses which call Chicago home but also the popularity of the Greater Chicago area as a draw for tourists, meeting planners and business travelers play a major role in elevating Chicago's retail and lodging markets to one of the best in the nation.



## **NEIGHBORHOOD DESCRIPTION**

#### Chicago's Near North Side

The Near North Side is a community of neighborhoods located north of the Chicago River and Chicago's downtown central business district (the Loop). The neighborhoods which constitute this community are affluent and plentiful and include the new North Town Village (formerly Cabrini-Green), Gold Coast, Magnificent Mile, Streeterville, Old Town, Goose Island, River North, River West, Washington Square and Connors Park. A brief synopsis of each of these neighborhoods is provided below, but since the subject property is located in Chicago's zip code of 60610, the following statistics apply to that area.

Quick-Facts, 2013: Ch	icago's Near North Side
Population:	38,446
Population. Change:	-2%
State:	Illinois
Metro Areà:	Chicago-Naperville-Joliet Metro Area
County:	Cook County
City:	Chicago
Zip Code:	Chicago (zip 60610)

#### **Demographics**

The 2013 Chicago (zip 60610) population is 38,446, and there are 33,413 people per square mile. The median age of residents living on the Near North Side is 34.3 which is young when compared to the median U.S. age of 37.3. In 2013, approximately 22.24% of people in this area were reported married; 10.65% were reported divorced; 16.65% were married, with children; and 14.13% were reported to have children, but are single. Compared to the rest of the country, the cost of living on Chicago's Near North Side is high at 126%.

As of 2013, there were 23,912 households on the Near North Side and the average household size was 1.57 people, as the table below illustrates:

Demographic Data, 2013	Chicago's Near North Side	United States
Population	38,446	306,877,652
Pop. Density	33,413	87
Population Change from 2000 Census	-2.01%	9.00%
Median Age	34.8	36.8
Households	23,912	115,306,103
Household Size	1.57	2.59
Male Population	45.41%	49.34%
Female Population	54.59%	50.66%
Married Population	22.24%	57.41%
Single Population	77.76%	42.59%

The unemployment rate in 60610 is at 11.20% with recent job growth at-0.21%. Future job growth is 28.38%. The sales tax is 9.50% in the near north side of Chicago and income tax is 5%. The income per capita is \$63,040.

#### Education

According to recent statistics, approximately 35% of Chicago's Near North Side residents have graduated from college and 28.57% currently hold graduate degrees. This school district spends \$5,572 per student. The average school expenditure in the U.S. is \$5,678. There are about 17.9 students per teacher in the zip code area of 60610.

#### **Transportation**

The average one-way commute in Chicago's Near North Side (zip 60610) takes 289 minutes. An average of 30% of commuters drive their own car alone, 7% carpool with others, 395% take mass transit and 5% work from home.

#### Gold Coast and Magnificent Mile

Chicago's Gold Coast hosts extensive high rises, brownstones, and mansions in its beautiful residential areas. These areas boast a wonderful view of Lake Michigan and close proximity to the Loop, making it one of the most expensive and exclusive areas to reside in Chicago. Many of the homes in the Gold Coast are designated Chicago landmarks. Its boundaries are now defined as North Avenue and Division Street on the north, Lake Michigan on the east, Chicago Avenue on the south and Clark and Franklin Streets on the west.

The Gold Coast was an unexceptional neighborhood until 1885, when Potter Palmer, former dry goods merchant and owner of the Palmer House hotel, built a fanciful castle on Lake Shore Drive. Over the next few decades, Chicago's elite gradually migrated from Prairie Avenue to their new homes north of the Loop.

The original Astor Street District was named after John Jacob Astor, one of the richest people in the country. He did not live in Chicago, but was a respected citizen with several achievements and his name gave the neighborhood a status of wealth which remains even today.

The neighborhood is listed as the "Gold Coast Historic District" on the National Register of Historic Places. Certainly, the homes evoke a sense of history; each stone mansion gives the impression of permanence and wealth. A walk through the neighborhood provides an up-close glimpse of some of the city's oldest and most unique architecture.

An example of this uniqueness is the Charnley Persky House at 1365 N. Astor Street. Known as the "first modern house in America", it was designed by Louis Sullivan and Frank Lloyd Wright. It is a National Historic Landmark and its upkeep is funded by the Gold Coast Neighbors.

There are condominiums on Lake Shore Drive that are also unique in terms of architecture. They have traditionally large lobbies and huge bay windows that face east and provide magnificent views of Lake Michigan.

Yet another architectural gem in the neighborhood is the John Hancock Building. This iconic building stands 100 stories tall and is best known for its external X-bracing. A historic part of the Chicago skyline, it is instantly recognizable by locals and non-locals alike. The building contains offices, condominiums and restaurants; the 95th floor houses The Signature Room, an upscale restaurant that affords views of the city as well as Lake Michigan. There is an observation deck on the 94th floor as well.

The Newberry Library is a historic part of Chicago's Gold Coast. It was opened to the public in 1887 and has since become one of the world's leading research libraries. With a focus on the humanities, the Newberry offers a highly renowned collection, as well as lectures, exhibits, classes and even an immense book sale each year.

The Magnificent Mile runs through its southern tip and embraces designer boutiques, hotels, and fine cuisine. The John Hancock Center and Water Tower Place claim residence in the Gold Coast and residents also enjoy the beautiful Oak Street Beach for their morning run or afternoon stroll. Shopping in the Gold Coast is of an upscale nature; shoppers throng the streets carrying shopping bags with internationally recognized names which adorn One Magnificent Mile. Apart from smaller, one-of-a-kind boutiques, there are popular stores such as Diesel, Urban Outfitters, Adidas, Puma and Anthropologie. More elite shops can also be found, such as Barney's New York, Bang and Olufsen, Prada and Kate Spade.

The Gold Coast is one of the most famous districts in Chicago for dining, with a very high concentration of restaurants and bars. Many of them are located on famed Rush Street. A densely packed area known for its energy and its lights, Rush is awake long after the Loop has gone to sleep. Even in cold weather, throngs of people can be found mingling outside each of the restaurants and bars in this area. It is, to many, the place to be. Many establishments, aware of the draw of Rush Street, use the moniker when naming their business. There is the Rush Street Restaurant, Phil Stefani's 437 Rush and Tavern on Rush, to name a few.

Restaurants that are unique to Chicago include Tavern on Rush, Carmine's, Gibson's, Bistro Zinc, Morton's Steakhouse and PJ Clarke's. Well-known chains also abound here. There are Dave and Buster's, Johnny Rockets, Big Bowl and the Cheesecake Factory.

## Summary

The Near North Side is one of Chicago's wealthiest neighborhood areas, creating one of the most competitive real estate markets around. Famous mansions and luxurious condominium complexes line Lake Shore Drive surrounded by one of the most illustrious shopping districts in the nation. Dubbed the "Magnificent Mile", the Near North Side is usually the first spot any tourist visits while in Chicago. While most Chicago business is conducted in the Loop, most of the commerce goes down in the "Magnificent Mile". This area is truly magnificent as it caters to all types of people.

#### **PROPERTY DESCRIPTION**

SITE DESCRIPTION

Location:

The subject property is located at the northeast corner of Superior Street and Wabash Avenue in the Gold Coast neighborhood within the Near North Side Community of the City of Chicago. The improvements are located approximately ½ of a mile west of Lake Michigan.

Size and Shape:

The subject site is a rectangular shaped parcel measuring approximately 12,478 square feet or 0.2865 acres with approximately 100.09 feet of frontage along Superior Street and approximately 124.76 feet of frontage along Wabash Avenue.

Topography:

The subject site is generally level with the adjoining streets.

Soil and Subsoil:

No soil tests were provided to us in connection with this appraisal and no responsibility is assumed for any adverse subsoil conditions that may exist. Our appraisal specifically assumes that soil conditions are adequate to support the subject's improvements over the remaining economic lifetime.

**Utilities:** 

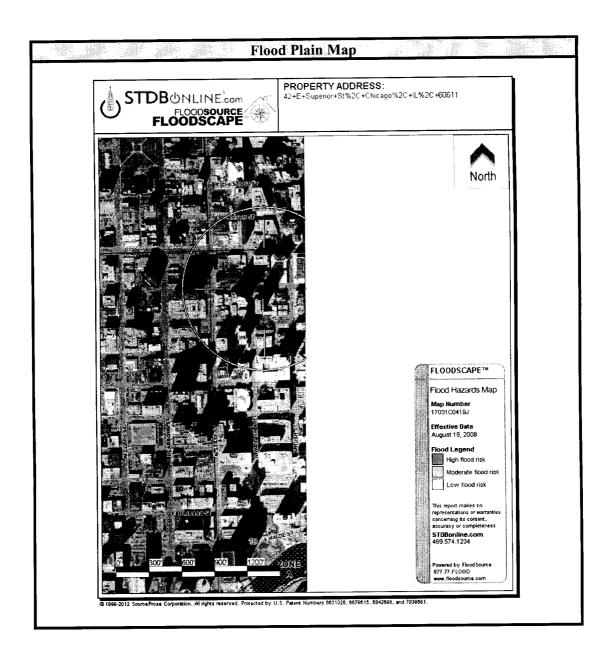
The site is serviced with all municipal utilities.

Access and Visibility:

The subject property can be accessed by both Superior Street and Wabash Avenue. Superior Street is one-way traffic traveling east bound and Wabash Avenue is one-way traffic from the north until Superior Street. Wabash Avenue south of Superior Street is two-way traffic. Visibility is good from all directions.

Flood Plain Data:

A review of the Federal Emergency Management Agency's Flood Insurance Rate Map Panel No. 17031C0419J, dated August 19, 2008, indicates the property is located within Flood zone X, an area of minimal flooding potential.



#### **MARKET ANALYSIS**

#### Introduction

The following is an overview of the supply and demand factors affecting the subject property located at the northeast corner of Superior Street and Wabash Avenue, Chicago, Cook County, Illinois. The Chicago apartment market is tracked quarterly by REIS, Inc. (a leading provider of market statistics), and is divided into 25 submarkets. The subject is located in the Gold Coast submarket, as tracked by REIS.

## Chicago Residential Market Overview

The Chicago metropolitan region has been growing steadily in recent years. Between 1990 and 2000, the MSA population increased by over 11%, and between 2000 and 2004, there was a net increase of 295,000 residents, due to natural increase (births) compensating for a modest net migration loss. The overall rate of growth has slowed, but is still 3.7% for those four years. The City of Chicago experienced an increase in population of over 4% between 1990 and 2000, but the 1990s appear to have been an anomaly. Between 2000 and 2010, the City lost approximately 200,000 residents, or more than negative 6.9% of its population (due to net out migration), consistent with long-term population trends.

Chicago is a substantial metropolitan market and the broad diversification of the Chicago economy and its lack of dependence on a single volatile industry (high technology for example) have preserved it from the worst effects of the economic recessions and the lingering slump that swamped the national economy. In being so broad based, the economy of Chicago resembles that of the nation and endures many of the same general strengths and weaknesses. The manufacturing base has suffered on a local, regional, and national basis. While the metropolitan area population has grown moderately in the past two decades, the level of employment has gone up significantly. From 1970 through 2000, the number of workers increased by more than 3%. In the 1980's and continuing through 2008, a shift from manufacturing to the services sector began as manufacturing jobs moved to the south or even out of the country.

The year-to-date statistics in the Chicago metropolitan area for November 2012 indicates an unemployment level of 8.3%.

- 14-		Yer Life		Chicago MSA Unemployment Statistics									
Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Annual
2008	5.8%	5.6%	5.5%	5.3%	6.2%	6.8%	6.7%	6.5%	6.1%	6.1%	6.4%	7.1%	6.2%
2009	8.3%	9.0%	9.4%	9.7%	10.3%	10.9%	10.7%	10.1%	10.4%	10.4%	10.3%	10.7%	10.0%
2010	11.6%	11.2%	11.1%	10.7%	10.4%	10.6%	10.5%	9.7%	9.3%	8.8%	8.9%	8.6%	10.1%
2011	9.4%	9.0%	8.7%	8.7%	9.8%	10.4%	10.5%	10.4%	9.8%	9.7%	9.8%	9.3%	9.8%
2012	9.6%	9.0%	9.0%	8.9%	8.5%	9.3%	9.1%	8.8%	8.0%	8.3%	8.3%*		

<sup>\*</sup> Preliminary figures

The market for condominium units continues to exert a major influence on the Chicago area apartment market. While thousands of rental units have been converted to condominiums, and

demand for condominiums drew developers away from the rental sector condominium unit sales have substantially dipped from the levels experienced in 2006 and 2007. Prior to the past 24 months the cutback in apartment construction along with the actual reduction in the volume of the existing inventory, helped shore up the rental sector. The rental vacancy rate declined as people left the pool of potential homeownership surrounding turmoil in the capital markets. However, additions to the rental pool pushed vacancy upward in 2009 as the new additions were marketed. 2010 and 2011 saw a reduction in vacancy hitting the lowest point since 2007 as the population rushed toward renting. Furthermore, investors have seen it prudent to continue to add inventory to the rental sector to try and capture the increasing demand in the rental sector.

## **Rental Market Overview**

		4-1	9 9 Y	Chicago N	letropolita	n Market (	Overview		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
Year	Quarter	Inventory (Units)	Completions	Inventory Growth (%)	Vacant Stock	Vacancy Rate	Vacancy Δ (BPS)	Occupied Stock	Net Absorption	Asking Rent	Asking Rent Δ (%)
2010	1Q	444,457	848	0.2%	29,598	6.7%	0	414,859	764	\$1,056	0.5%
2010	2Q	445,269	1,272	0.2%	29,391	6.6%	(10)	415,878	1,019	\$1,059	0.3%
2010	3Q	445,739	470	0.1%	26,442	5.9%	(70)	419,297	3,419	\$1,063	0.4%
2010	4Q	445,739	0	0.0%	25,071	5.6%	(30)	420,668	1,371	\$1,068	0.5%
2010	Y	445,739	2,590	0.5%	25,071	5.6%	(110)	420,668	6,573	\$1,068	1.6%
2011	1Q	445,739	0	0.0%	24,006	5.4%	(20)	421,733	1,065	\$1,072	0.4%
2011	2Q	445,799	60	0.0%	22,681	5.1%	(30)	423,118	1,385	\$1,076	0.4%
2011	3Q	445,869	70	0.0%	21,502	4.8%	(30)	424,367	1,249	\$1,083	0.7%
2011	4Q	446,018	149	0.0%	20,252	4.5%	(30)	425,766	1,399	\$1,086	0.3%
2011	Y	446,018	279	0.1%	20,252	4.5%	(110)	425,766	5,098	\$1,086	1.7%
2012	1Q	446,038	20	0.0%	19,505	4.4%	(10)	426,533	767	\$1,088	0.2%
2012	2Q	446,390	352	0.1%	18,470	4.1%	(30)	427,920	1,387	\$1,100	1.1%
2012	3Q	446,717	327	0.1%	17,782	4.0%	(10)	428,935	1,015	\$1,111	1.0%
2012	4Q	446,787	70	0.0%	17,230	3.9%	(10)	429,557	622	\$1,112	0.1%
2012	Y	446,787	769	0.2%	17,230	3.9%	(60)	429,557	3,791	\$1,112	2.4%
2013	IQ	448,111	1,324	0.3%	16,558	3.7%	(20)	431,553	1,996	\$1,120	0.7%

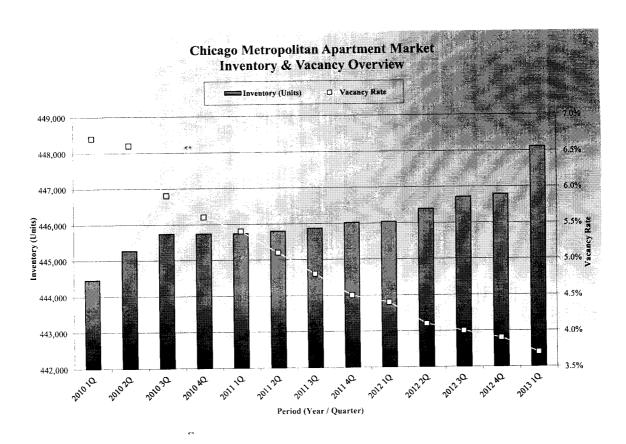
Source: REIS, Inc

The Chicago Metro apartment market contains 448,111 rental units situated within Chicago and the adjacent suburban areas, as tracked by REIS. From 2005 to 2012, market vacancy ranged from 3.9% (year-end 2012) to 6.7% (year-end 2009). The vacancy for the 1<sup>st</sup> quarter 2012 is 3.7%, the lowest it has been in the last cight years. Average rates for apartments within Chicago, as of the First Quarter 2013, are as follows:

			Vacancy	Rates					
As of o 3/31/2013		Quarterly			Annualized				
Market	1Q13	4Q12	YTD Avg.	1 Year	3 Year	5 Year	5 Yr. Forecast		
Chicago	3.7%	3.9%	3.7%	4.2%	5.2%	5.1%	3.7%		
Midwest	4.1%	4.2%	4.1%	4.6%	5.8%	5.9%	3.9%		
United States	4.3%	4.5%	4.3%	4.9%	6.1%	6.1%	4.3%		
Period Ending	3/31/2013	12/31/2012	3/33/2013	12/31/2012	12/31/2012	12/31/2012	12/31/2017		

Source: REIS, Inc





## Occupancy

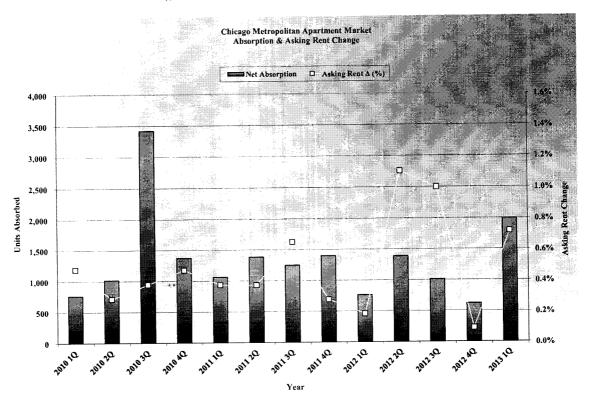
The current vacancy rate in Chicago as of the First Quarter of 2013 is 3.7%, which is down from 4.4% during the first quarter 2012 and down from 5.4% during the first quarter of 2011. Vacancy rates have continued to decline since 2009 when the year-end vacancy level was as high as 6.7%. The Chicago market has continued to receive new apartment product and managed to absorb the new product. This is a strong indication as to the health of the rental sector. The tighter lending standards and the general hesitancy of the population to enter into homeownership have been catalyst for increasing the size of the rental pool.

### Supply and Demand

Construction numbers for Chicago apartments tend to be modest considered alongside the area's huge population base. Historically, the largest factor affecting the Chicago metropolitan apartment market is the actual reduction in the volume of the rental stock due to the movement of rental units to the condominium sector. However, this trend has reversed in recent time as many developers have seen it a prudent financial decision to convert their condominium projects into rentals. Over the past 36 months there seemed to be little danger of oversupplying the rental sector.

Despite some of the highest delivery numbers we have seen in recent years and the marketing time it takes for new properties to lease up units, Chicago saw an astonishing 6,573 units absorbed in 2010. This is easily the highest absorption Chicago has seen in recent years. 2011 absorption numbers finished strong at 5,098 units being absorbed. However, this still is a drop off from the previous year. Year-end 2012 absorption numbers were 3,791 units. Historically, the Chicago apartment market has had a difficult time absorbing the units that were delivered to the market in 2007, 2008, and 2009 evidenced by negative absorption of (211), (1,008), and (3,740) respectively. As of the first quarter of 2013, the Chicago apartment market has experienced positive absorption of 1,996 units which is the second highest single quarter absorption after the third quarter 2010 which absorbed 3,419 units.

The Chicago market has seen an explosion in the amount of rental development and conversions. There were numerous developments that were originally intended to be condominium projects that eventually were converted to apartment projects. These projects saw strong lease up periods, which proved to be a catalyst to push several new developers into the market. As lenders became more encouraged by the strong leasing taking place coupled with increasing rents, numerous developers gained the construction financing necessary to put shovels in the ground. The current investor actions indicate that there is a large segment that believes the rental market is set to see strong performance for the foreseeable future evidenced by the expected delivery of 4,328 units in 2013 and 5,964 units in 2014.



#### Rent

In order to gain a better perspective on how the Chicago rental market competes with other rental markets in the Midwest and the United States, we have included the table below.

			Asking Ren	t Growth					
As of o 3/31/2013		Quarterly		Annualized					
Market	1013	4Q12	YTD Avg.	1 Year	3 Year	5 Year	5 Yr. Forecast		
Chicago	0.7%	0.1%	0.7%	2.4%	1.9%	1.3%	3.6%		
Midwest	0.6%	0.4%	0.6%	2.6%	1.9%	1.3%	3.5%		
United States	0.5%	0.6%	0.5%	3.1%	2.3%	1.4%	3.6%		
Period Ending	3/31/2013	12/31/2012	3/33/2013	12/31/2012	12/31/2012	12/31/2012	12/31/2017		

Source: REIS, Inc

		Aski	ng Rent Co	mparison		·		
As of o 3/31/2013	1	Asking Ren	t Compariso	Asking Rent Comparison (PSF)				
Market	Studio	1BR	2BR	3BR	Studio	1BR	2BR	3BR
Chicago	\$868	\$1,039	\$1,263	\$1,596	\$1.83	\$1.43	\$1.24	\$1.26
Midwest	\$854	\$861	\$1,019	\$1,300	\$1.61	\$1.11	\$0.93	\$0.90
United States	\$1,108	\$1,099	\$1,302	\$1,506	\$2.01	\$1.38	\$1.16	\$1.06

Source: REIS, Inc

The Chicago rental market is one of the most expansive in the country and commands rental rates above the average in the Midwest on an aggregate and per square foot basis as evidenced by the table above. Additionally, when compared to the United States average on an aggregate monthly basis the Chicago rates generally follow the trend of falling under the United States average with the exception of for three bedrooms. However, when one looks at the Chicago market as compared to the United States market on a price per square foot basis the Chicago rental market exceeds the United States rates for all unit types except studio apartments.

Chica	go Metroi	politan Are				Asking R	ent Growth			
<u> </u>		10 2013		Quarterly			Annualized			
Unit Type	Rent	Avg. SF	Avg. PSF	1Q13	4Q12	YTD	1 Year	3 Year	5 Year	
Studio	\$868	474	\$1.83	0.2%	1.5%	0.2%	4.6%	2.3%	1.5%	
One Bedroom	\$1.039	725	\$1.43	0.6%	0.3%	0.6%	2.5%	2.0%	1.3%	
Two Bedroom	\$1.263	1,020	\$1.24	0.8%	-0.4%	0.8%	1.6%	1.6%	1.1%	
Three Bedroom	\$1,596	1.267	\$1.26	2.5%	0.2%	2.5%	4.6%	2.0%	1.3%	
Tinee Bedroom	Ψ1,550		eriods Ending	3/31/2013	12/31/2012	3/31/2013	12/31/2012	12/31/2012	12/31/2012	

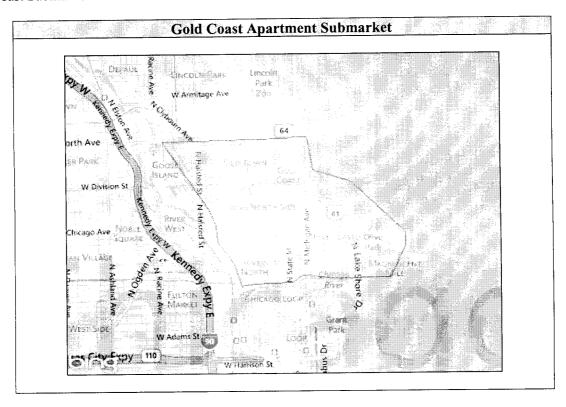
Source: REIS, Inc

Since the previous quarter, Chicago has seen the greatest growth of asking rents in two-bedroom and three bedrooms at 0.8% and 2.5%, respectively. Studio and one bedroom units grew at rate of 0.2% and 0.6%, respectively. The slight increase in rental rates coupled with the relatively stable vacancy and positive absorption suggests that landlords have increased their ability to capture higher rental rates. It is likely that this can be attributed to the movement of the population into rental housing largely due to the rising disinterest in buying a home. Home values sharply spiraled downward during the national recession. Many communities and neighborhoods continue to struggle with declining home values and foreclosures.

The rental market is feeling some competition from the condominium rental market with investor condominium units entering the rental pool. The number of condominium units is estimated to be from 2,000 to 3,000 units with more units estimated to be entering the market due to the fact that roughly 10,000 condominium units came on-line during 2008 and 2009. However, the condominium rental market is fragmented with the vast majority of owners being individuals that post their offerings on the MLS, online listing services, or through word of mouth sources.

## Subject Competitive Market Area - Gold Coast Submarket Analysis (REIS, Inc.)

Based on the subject's location in the Chicago Metropolitan Area, the subject property resides within a northern neighborhood of the City of Chicago in an area commonly referred to as the Gold Coast Submarket.



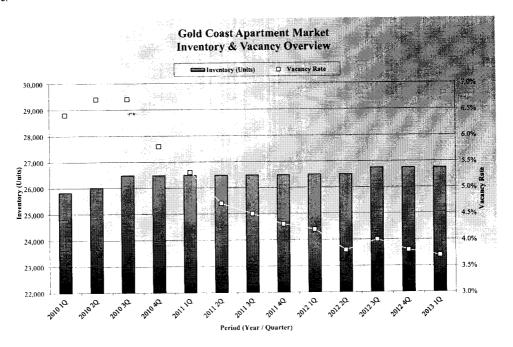
#### Gold Coast Submarket

The subject property will compete for renters in the Gold Coast submarket of the Chicago Metropolitan Area. In order to best convey the operating nature of this submarket, we have prepared a detailed submarket analysis on the following pages.

The following table summarizes the salient characteristics and statistics of the Gold Coast submarket over the past five-year period (Yr: 2010-2013).

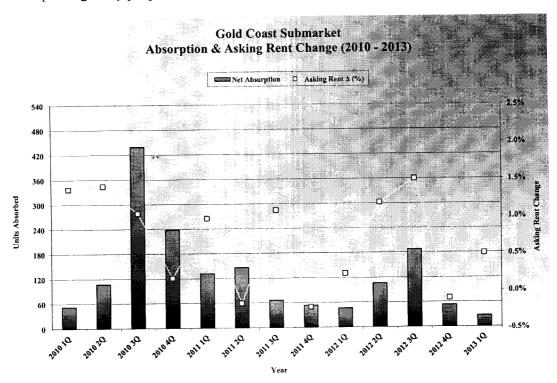
			Gold Coast A		Submarke Quarter 201		Statistics	81 1 3 4 4 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1		
Year (Period)	Inventory (Units)	Completions	Inventory Growth (%)	Vacant Stock	Vacancy Rate	Vacancy Δ (%)	Occupied Stock	Net Absorption	Asking Rent	Asking Rent Δ (%)
2010 10	25,816	0	0.0%	1,652	6.4%	(20)	24,164	52	\$1,701	1.4%
2010 20	26,014	198	0.8%	1,743	6.7%	30	24,271	107	\$1,725	1.4%
2010 3Q	26,484	470	1.8%	1,774	6.7%	0	24,710	439	\$1,743	1.0%
2010 40	26,484	0	~0.0%	1,536	5.8%	(90)	24,948	238	\$1,746	0.2%
2010 Y	26,484	668	2.6%	1,536	5.8%	_(80)	24,948	836	\$1,746	4.1%
2011 10	26,484	0	0.0%	1,404	5.3%	(50)	25,080	132	\$1,763	1.0%
2011 20	26,484	0	0.0%	1,258	4.7%	(60)	25,226	146	\$1,760	-0.2%
2011 30	26,484	0	0.0%	1,192	4.5%	(20)	25,292	66	\$1,779	1.1%
2011 40	26,484	0	0.0%	1,139	4.3%	(20)	25,345	53	\$1,775	-0.2%
2011 Y	26,484	0	0.0%	1,139	4.3%	(150)	25,345	397	\$1,775	1.7%
2012 10	26,504	20	0.1%	1,113	4.2%	(10)	25,391	46	\$1,779	0.2%
2012 20	26,504	0	0.0%	1,007	3.8%	(40)	25,497	106	\$1,800	1.2%
2012 30	26,754	250	0.9%	1,070	4.0%	20	25,684	187	\$1,827	1.5%
2012 40	26,754	0	0.0%	1,017	3.8%	(20)	25,737	53	\$1,825	-0.1%
2012 Y	26,754	270	1.0%	1,017	3.8%	(50)	25,737	392	\$1,825	2.8%
2013 IQ	26,754	0	0.0%	990	3.7%	(10)	25,764	27	\$1,834	0.5%

Source: REIS, Inc.



According to surveys conducted by REIS the subject apartment building is located in the Gold Coast submarket of Chicago Metropolitan Apartment Market. During the 1<sup>st</sup> quarter of 2013, the submarket demonstrated a vacancy rate of 3.7% based on a total rental unit base of 26,754. These units are located within 54 different properties. The submarket has experienced moderate vacancy fluctuations since 2009, experiencing a range of vacancy rates from a low of 3.7% (1<sup>st</sup> Quarter 2013) and a high of 6.7% (2<sup>nd</sup> & 3<sup>rd</sup> Quarters 2010). Despite these fluctuations in occupancy and demand for rental units in the Gold Coast submarket, supply has increased by 1,418 units or approximately 5.60% over the past 17 quarters. The greatest introduction of new

product occurred prior to 2010 between 2009 and 2010 with an increased supply of 1,259 units. Net absorption has been positive at year-ends for the past five consecutive years between 2008 and 2012. Net absorption started off positive in the 1<sup>st</sup> Quarter 2013 with 27 units and was a positive 392 units for year-end 2012. The positive absorption over the past five years shows that demand is increasing in tune with rental rates which have risen overall over the past three year period between 2010 and 2012. The low interest rates that the country experienced throughout the early 2000's and the rise in average household income have combined to allow for a greater portion of people to enter the homeowner's market rather than the stay in the renter's market. However, due to the economic turbulence caused by the subprime market there has been a tightening of loaning standards pushing many people back into the renter's pool.



The Gold Coast submarket's vacancy as of the 1<sup>st</sup> Quarter 2013 is 3.7%, a 10 base point decrease from the previous quarter and a 50 base point decrease from the 1<sup>st</sup> Quarter 2012 level. The current vacancy level is the lowest it has been in the past ten years. The primary contribution to the drop in vacancy is due to the strong absorption numbers that have taken place over the past five years. There is a large portion of the population that is entering the rental pool year after year since the housing collapse. Individuals that historically would be purchasing homes have opted to stay in the rental pool for numerous reasons including higher debt loads related to rising education expenses, a greater amount of flexibility in being able to relocate, and a general stigma to purchasing a home after former and current homeowners witnessed properties values plummet below their mortgage.

The current vacancy rate as of the 1<sup>st</sup> quarter of 2013 coincided with a 0.5% increase in asking rental rates from the previous quarter and a 3.1% increase from 1<sup>st</sup> Quarter 2012. This suggests

that landlords have not yet been forced to concede lower asking rents during the rise in occupancy. The following table further depicts comparable vacancy rates for the Gold Coast submarket relative to the greater Chicago, Midwest, and United States markets:

Market		Quarterl	V		An	nualized	
171041100	1013	4012	YTD Avg.	1 Year	3 Year	5 Year	5 Yr. Forecast
Gold Coast	3.7%	3.8%	3.7%	4.0%	5.1%	5.3%	4.8%
Chicago	3.7%	3.9%	3.7%	4.2%	5.2%	5.1%	3.7%
Midwest	4.1%	4.2%	4.1%	4.6%	5.8%	5.9%	3.9%
United States	4.3%	4.5%	4.3%	4.9%	6.1%	6.1%	4.3%

Source: REIS, Inc.

As of 1<sup>st</sup> quarter 2013, the submarket has displayed a 0.5% growth rate in asking rent since the previous quarter. The effective rents increased during the 1<sup>st</sup> Quarter of 2013 with a reported 0.5%. A year-over-year trend indicates the effective rental rate increased 3.28% between 1<sup>st</sup> Quarter 2012 and 1<sup>st</sup> Quarter 2013.

The following table further depicts comparable asking rent growth rates for the Gold Coast submarket relative to the greater Chicago, Midwest, and United States markets:

Market		Quarterl	y	1.0				
	1013	4Q12	YTD Avg.	1 Year	3 Year	5 Year	5 Yr. Forecast	
Gold Coast	0.5%	-0.1%	0.5%	2.8%	2.8%	2.2%	3.7%	
Chicago	0.7%	0.1%	0.7%	2.4%	1.9%	1.3%	3.6%	
Midwest	0.6%	0.4%	0.6%	2.6%	1.9%	1.3%	3.5%	
United States	0.5%	0.6%	0.5%	3.1%	2.3%	1.4%	3.6%	

Source: REIS, Inc.

As of 1Q13, average rents for Gold Coast submarket specific to room type/floor layout range from \$2.28 to \$2.70 per square foot depending on room type and floor layout. The following table displays average rents and other salient characteristics of the Gold Coast submarket relative to floor layout:

Current	Submarket	Average Re	ents		Asking Rent Growth							
Unit Type	1Q13	Avg. SF	Avg. Rent Per SF	1Q13	<u>Quarterly</u> 4Q12	YTD_	1 Year	Annualized 3 Year	5 Year			
Studio	\$1,339	541	\$2.47	-0.1%	2.4%	-0.1%	4.5%	2.8%	2.2%			
One Bedroom	\$1,805	791	\$2.28	0.1%	-0.9%	0.1%	2.2%	2.5%	1.9%			
Two Bedroom	\$2,712	1,155	\$2.35	1.6%	-0.9%	1.6%	0.6%	2.0%	1.0%			
Three Bedroom	\$4,530	1,679	\$2.70	1.6%	1.0%	1.6%	3.0%	3.0%	0.0%			

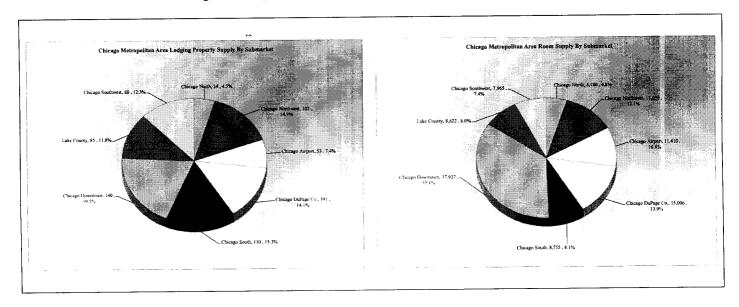
Source: REIS, Inc.

## Chicago Metropolitan Lodging Market Overview

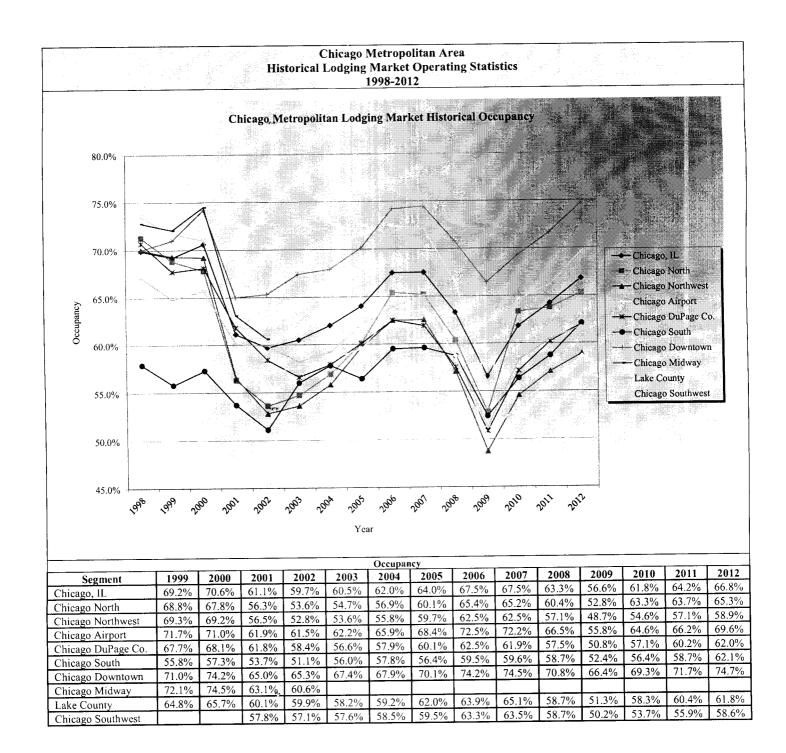
As of December 2012, the Chicago metropolitan hotel market contains 107,920 rooms in 718 properties. The overall market is divided into eight submarkets by Smith Travel Research, the premier hotel statistical tracking company.

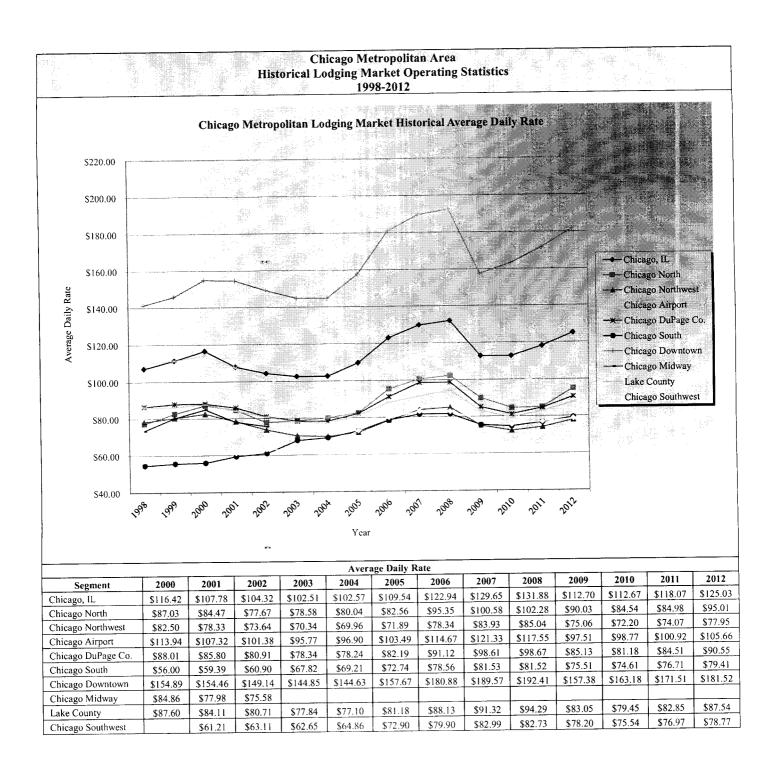
The submarkets markets include (Numbers are current as of December 2012):

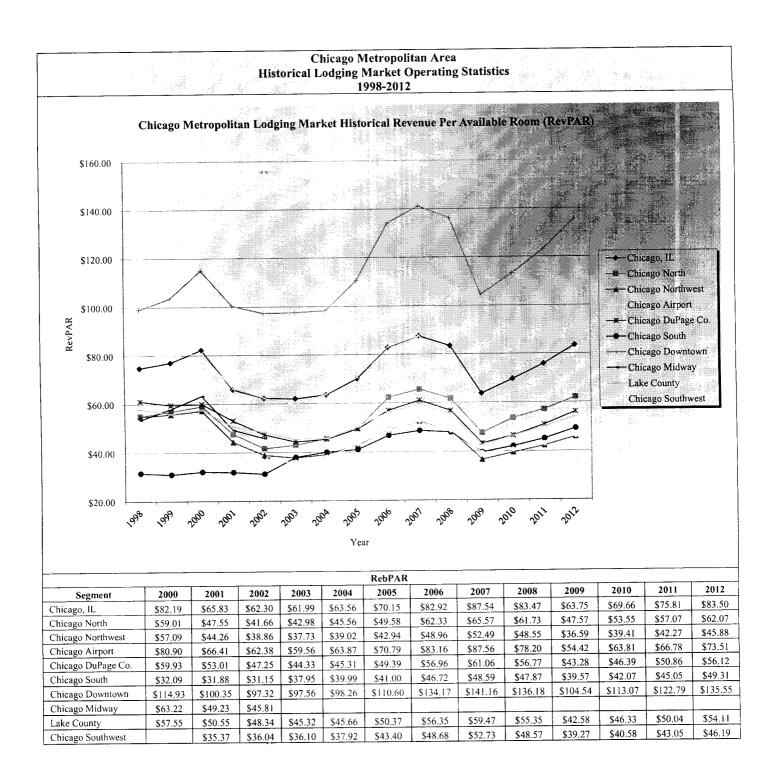
- 1. Chicago Downtown (140 hotels with 33,535 rooms)
- 2. Chicago DuPage (101 hotels with 14,324 rooms)
- 3. Chicago Northwest (107 hotels with 12,181 rooms)
- 4. Chicago Airport (53 hotels with 10,787 rooms)
- 5. Chicago South (110 hotels with 6,104 rooms)
- 6. Lake County (85 hotels with 7,268 rooms)
- 7. Chicago Southwest (88 hotels with 6,528 rooms)
- 8. Chicago North (34 hotels with 4,344 rooms)

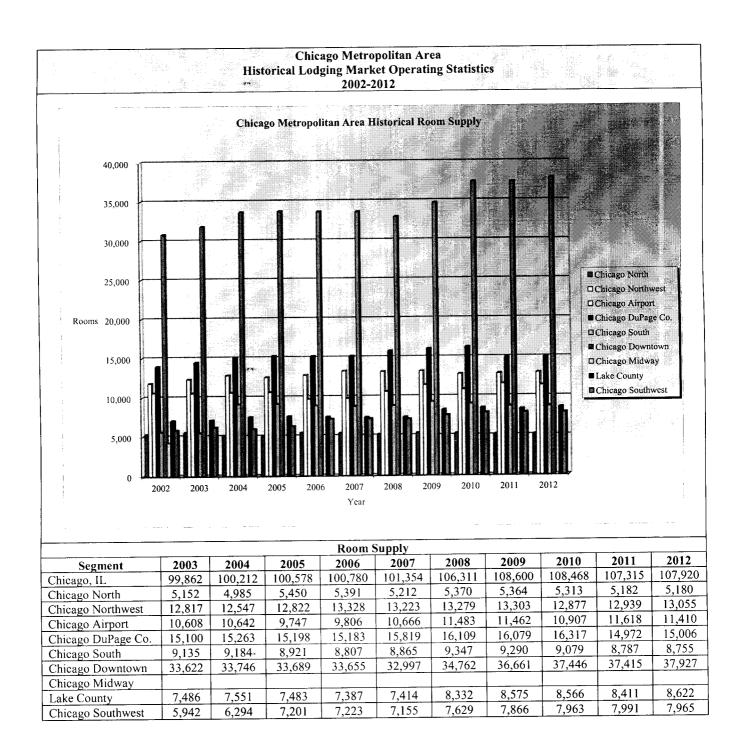


Chicago is the employment and financial center for the Midwestern states. The city is known as a major transportation hub and as a dominant convention market. These two factors contribute greatly to the success that the Chicago Lodging Market has garnered over time. It will be beneficial to our study to highlight the historical operations of the Chicago Metropolitan Area. We have included the following detailing the historical operations of the Chicago Metropolitan Area Lodging Market and its submarkets below.









As detailed in the chart above, the Chicago Metropolitan Lodging Market has made substantial moves since 2001 when there was contraction in travel industry largely surrounding the attacks experienced on September 11, 2001. Prior to September 11, 2001, the market was making moderate gains every year, which culminated in the 70.6% occupancy at the end of the year in 2000. Demand for rooms were strong throughout 2000 with demand for rooms outstripping new supply boosting occupancy rates to record levels. With the aforementioned occupancy gains accompanied by upward movements in the average daily rate hotel operators were pleased to see average daily rates reach \$116.42 in the overall Chicago Metropolitan Area. This level was not again reached until six years later in 2006.

Between 2001 and 2006 the Chicago Metropolitan Lodging Market experienced a period of readjustment with virtually every submarket experiencing a drop in vacancy and average daily rate from 2000 to 2001. One factor that coincided with the downturn of the hotel market that helped in bolstering demand was the implementation of web based reservation systems. This has done a great deal in providing another medium through which operators can create exposure for their hotel. It should be noted that many would argue that with the invention of the web based reservation this has worked against average daily rate growth due to the fact that corporate and price-sensitive clientele have better avenues for comparing rates across lodging properties. However, operators have furthered their ability to adjust pricing while being able to readily track occupancy at their operations in a fashion that has yet to be available and this worked to help in moving toward maximizing earnings.

Over the course of late 2002 and through 2003, a sluggish stock market, adverse effects surrounding war in Iraq and media coverage of the SARS epidemic were factors in keeping demand from making substantial gains. As investor's confidence grew, pent up demand and the absence of new supply brought new projects online during the interim period. The submarkets generally followed the same trends in occupancy and average daily rates as each other from 2001 to 2006 with virtually all submarkets surpassing 2000 levels by year end 2006. 2007 was a good year for the Chicago Lodging Market with operations again back at 2000 levels.

Over the course of 2008, occupancy numbers declined due to a reduction in companies' and households' traveling expenditures. Hotel operators attempted to mitigate the drops in occupancy by capturing higher daily rates over this time period. This resulted in a slight reduction in RevPAR from the highs experienced in 2007 through the metropolitan area. 2009 saw notable decreases in demand, which has forced operators to break from any increases in raising daily rates. The large drops in average daily rate have been partly responsible in hampering the Chicago hotel market's ability to maintain RevPAR levels anywhere near what was experienced during the lodging market peak in 2007. The secondary factor in depressing RevPAR is the large drop off in occupancy over the course of 2009. The decreased demand for room nights over this period can be attributed to a decline in business travel and the loss of several large conventions in Chicago.

2010 and 2011 brought positive signs for Chicago's lodging market evidenced the resurgent occupancy numbers reported by operators throughout the market. This has been the main catalyst in pushing RevPAR above 2009 levels.

As can be seen in the following chart, the statistics indicate that the metropolitan hotel market (labeled as Chicago, IL) through year end 2012 has an occupancy level of 66.8% and an average daily rate of \$125.03 producing a RevPar of \$83.50 as compared to the year-end period 2011, in which the occupancy level was 64.2% and the average daily rate was \$118.18 producing a RevPar of \$75.88. These statistics indicate an overall 10% increase in RevPar from 2011 to 2012.

Occupa	ncy Per					er Year Er					
	411C 7 1 C1 '	cent	Average Room Rate			RevPAR			Revenue	Supply	Demand
012	2011	% Δ	2012	2011	% Δ	2012	2011	% Δ	% Δ	% Δ	% Δ
.8%	64.2%	4.0%	\$125.03	\$118.18	5.8%	\$83.50	\$75.88	10.0%	10.1%	0.1%	4.4%
.2%	72.2%	4.2%	\$187.27	\$177.33	5.6%	\$140.76	\$127.94	10.0%	10.9%	0.8%	5.0%
.3%	63.6%	2.6%	\$95.01	\$89.68	6.0%	\$62.07	\$57.07	8.7%	7.4%	-1.2%	1.4%
.9%	57.0%	3.3%	\$77.95	\$74.10	5.2%	\$45.88	\$42.22	8.7%	9.4%	0.7%	4.0%
.6%	66.3%	5.0%	\$105.66	\$100.85	4.8%	\$73.51	\$66.83	10.0%	8.0%	-1.8%	3.1%
2.0%	60.2%	3.0%	\$90.55	\$84.52	7.1%	\$56.12	\$50.86	10.3%	9.3%	-0.9%	2.0%
2.1%	58.6%	5.9%	\$79.41	\$76.56	3.7%	\$49.31	\$44.88	9.9%	9.9%	0%	5.9%
.7%	71.7%	4.2%	\$181.52	\$171.29	6.0%	\$135.55	\$122.79	10.4%	11.1%	0.6%	4.8%
.8%	60.4%	2.4%	\$87.54	\$82.84	5.7%	\$54.11	\$50.03	8.2%	10.4%	2.1%	4.5%
3.6%	55.7%	5.3%	\$78.77	\$77.17	2.1%	\$46.19	\$42.98	7.4%	7.4%	0%	5.2%
	2% 3% 9% 6% 0% 11% 7% 8% 6%	2% 72.2% 3% 63.6% 9% 57.0% 6% 66.3% 0% 60.2% 1% 58.6% 7% 71.7% 8% 60.4% 6% 55.7%	2%         72.2%         4.2%           3%         63.6%         2.6%           9%         57.0%         3.3%           6%         66.3%         5.0%           0%         60.2%         3.0%           1%         58.6%         5.9%           7%         71.7%         4.2%           8%         60.4%         2.4%	2%         72.2%         4.2%         \$187.27           3%         63.6%         2.6%         \$95.01           9%         57.0%         3.3%         \$77.95           6%         66.3%         5.0%         \$105.66           10%         60.2%         3.0%         \$90.55           1%         58.6%         5.9%         \$79.41           7%         71.7%         4.2%         \$181.52           8%         60.4%         2.4%         \$87.54           6%         55.7%         5.3%         \$78.77	2%         72.2%         4.2%         \$187.27         \$177.33           3%         63.6%         2.6%         \$95.01         \$89.68           9%         57.0%         3.3%         \$77.95         \$74.10           6%         66.3%         5.0%         \$105.66         \$100.85           10%         60.2%         3.0%         \$90.55         \$84.52           11%         58.6%         5.9%         \$79.41         \$76.56           7%         71.7%         4.2%         \$181.52         \$171.29           8%         60.4%         2.4%         \$87.54         \$82.84           6%         55.7%         5.3%         \$78.77         \$77.17	2%         72.2%         4.2%         \$187.27         \$177.33         5.6%           3%         63.6%         2.6%         \$95.01         \$89.68         6.0%           9%         57.0%         3.3%         \$77.95         \$74.10         5.2%           6%         66.3%         5.0%         \$105.66         \$100.85         4.8%           10%         60.2%         3.0%         \$90.55         \$84.52         7.1%           1,%         58.6%         5.9%         \$79.41         \$76.56         3.7%           7%         71.7%         4.2%         \$181.52         \$171.29         6.0%           8%         60.4%         2.4%         \$87.54         \$82.84         5.7%           6%         55.7%         5.3%         \$78.77         \$77.17         2.1%	2%         72.2%         4.2%         \$187.27         \$177.33         5.6%         \$140.76           3%         63.6%         2.6%         \$95.01         \$89.68         6.0%         \$62.07           9%         57.0%         3.3%         \$77.95         \$74.10         5.2%         \$45.88           6%         66.3%         5.0%         \$105.66         \$100.85         4.8%         \$73.51           10%         60.2%         3.0%         \$90.55         \$84.52         7.1%         \$56.12           11%         58.6%         5.9%         \$79.41         \$76.56         3.7%         \$49.31           7%         71.7%         4.2%         \$181.52         \$171.29         6.0%         \$135.55           8%         60.4%         2.4%         \$87.54         \$82.84         5.7%         \$54.11           6%         55.7%         5.3%         \$78.77         \$77.17         2.1%         \$46.19	2%         72.2%         4.2%         \$187.27         \$177.33         5.6%         \$140.76         \$127.94           3%         63.6%         2.6%         \$95.01         \$89.68         6.0%         \$62.07         \$57.07           9%         57.0%         3.3%         \$77.95         \$74.10         5.2%         \$45.88         \$42.22           6%         66.3%         5.0%         \$105.66         \$100.85         4.8%         \$73.51         \$66.83           .0%         60.2%         3.0%         \$90.55         \$84.52         7.1%         \$56.12         \$50.86           .1%         58.6%         5.9%         \$79.41         \$76.56         3.7%         \$49.31         \$44.88           .7%         71.7%         4.2%         \$181.52         \$171.29         6.0%         \$135.55         \$122.79           .8%         60.4%         2.4%         \$87.54         \$82.84         5.7%         \$54.11         \$50.03           .6%         55.7%         5.3%         \$78.77         \$77.17         2.1%         \$46.19         \$42.98	8%         64.2%         4.2%         \$125.05         \$177.33         5.6%         \$140.76         \$127.94         10.0%           3%         63.6%         2.6%         \$95.01         \$89.68         6.0%         \$62.07         \$57.07         8.7%           9%         57.0%         3.3%         \$77.95         \$74.10         5.2%         \$45.88         \$42.22         8.7%           6%         66.3%         5.0%         \$105.66         \$100.85         4.8%         \$73.51         \$66.83         10.0%           0%         60.2%         3.0%         \$90.55         \$84.52         7.1%         \$56.12         \$50.86         10.3%           1%         58.6%         5.9%         \$79.41         \$76.56         3.7%         \$49.31         \$44.88         9.9%           7%         71.7%         4.2%         \$181.52         \$171.29         6.0%         \$135.55         \$122.79         10.4%           8%         60.4%         2.4%         \$87.54         \$82.84         5.7%         \$54.11         \$50.03         8.2%           6%         55.7%         5.3%         \$78.77         \$77.17         2.1%         \$46.19         \$42.98         7.4%	8%         64.2%         4.2%         \$125.05         \$10.0%         \$10.9%           2%         72.2%         4.2%         \$187.27         \$177.33         5.6%         \$140.76         \$127.94         10.0%         10.9%           3%         63.6%         2.6%         \$95.01         \$89.68         6.0%         \$62.07         \$57.07         8.7%         7.4%           9%         57.0%         3.3%         \$77.95         \$74.10         5.2%         \$45.88         \$42.22         8.7%         9.4%           6%         66.3%         5.0%         \$105.66         \$100.85         4.8%         \$73.51         \$66.83         10.0%         8.0%           0%         60.2%         3.0%         \$90.55         \$84.52         7.1%         \$56.12         \$50.86         10.3%         9.3%           1%         58.6%         5.9%         \$79.41         \$76.56         3.7%         \$49.31         \$44.88         9.9%         9.9%           7%         71.7%         4.2%         \$181.52         \$171.29         6.0%         \$135.55         \$122.79         10.4%         11.1%           8%         60.4%         2.4%         \$87.54         \$82.84         5.7%	8%         64.2%         4.3%         \$125.05         \$110.16         \$10.0%         \$10.9%         0.8%           2%         72.2%         4.2%         \$187.27         \$177.33         5.6%         \$140.76         \$127.94         10.0%         10.9%         0.8%           3%         63.6%         2.6%         \$95.01         \$89.68         6.0%         \$62.07         \$57.07         8.7%         7.4%         -1.2%           9%         57.0%         3.3%         \$77.95         \$74.10         5.2%         \$45.88         \$42.22         8.7%         9.4%         0.7%           6%         66.3%         5.0%         \$105.66         \$100.85         4.8%         \$73.51         \$66.83         10.0%         8.0%         -1.8%           .0%         60.2%         3.0%         \$90.55         \$84.52         7.1%         \$56.12         \$50.86         10.3%         9.3%         -0.9%           .1%         58.6%         5.9%         \$79.41         \$76.56         3.7%         \$49.31         \$44.88         9.9%         9.9%         0%           .7%         71.7%         4.2%         \$181.52         \$171.29         6.0%         \$135.55         \$122.79         10.4%

#### Outlook

The general outlook for the Chicago Metropolitan hotel market has improved from this time on year ago as an increased in investment activity has illustrated an increased level of optimism in the lodging market. The lodging market has been one of the hardest hit segments of commercial real estate. The lodging segment has produced a substantial number of foreclosures and distressed assets, which are accompanied by some of the steepest declines within commercial property. Many investors have seen this as an opportunity to acquire well located assets that illustrate the ability to best weather the tough economic climate. The lodging industry tends to not have the security of hedging risk with long term leases like many other property types in the industry. As a result, the swings to and from profitability within the Chicago lodging market tend to be much more rapid than in other sectors.

Hotel room nights utilized has a tendency to oscillate with the perceived health of the economy. Economic forecasts for 2013 suggest that the hotel market is going to continue to make gains that will push the market in a positive direction for operators. Talks with operators and review of market indicators imply that recent up ticks in occupancy rates and ADR throughout lodging market continue to show resurgence from the relatively weak lodging environment that was all too prevalent over 2009 and parts of 2008 and 2010. The first hint of room rate growth will come on the ability of management to secure bookings for business accounts, conventions, and special events that were more prevalent in past years. We forecast 2013 as a year in which the majority of hotels will continue to stabilize and recover. However, the properties that are most capable of securing enough guaranteed room nights through business accounts, conventions, and special events will have more room to raise rates and increase margins for room nights not associated with these events. With a full blown recovery still in its formative state, the operators that will mostly aptly navigate the current market conditions that currently exist are the ones capable of increasing profitability without drastic increases in average daily rates. More specifically, the

current business climate can produce an opportunity for cost cutting measures to be discovered and then implemented in a fashion that will increase the efficiency of the respective lodging operation.

## Chicago Downtown Submarket

The Chicago Downtown submarket is the leading hotel submarket and is a driving force behind the suburban hotel market. The downtown market is driven by the convention sector with strong support from the commercial and tourism sectors. The Chicago Downtown submarket, the largest submarket in the Chicago metropolitan area with over 33000 hotel rooms, showed a large amount of investment activity and signs of strengthening, gaining ground in the occupancy level, average daily rate, and in RevPar from 2011 (December YTD) to 2012 (December YTD). The statistics indicate that the Chicago Downtown submarket finished 2012 with an occupancy level of 74.7% and an average daily rate of \$181.52 producing a RevPar of \$135.55 as compared to 2011 with an occupancy level of 71.7% and average daily rate of \$171.29 producing a RevPar of \$122.79. The statistics indicate an overall 10.4% increase in RevPar from 2011 to 2012.

Year-end activity for 2012 indicates that the metropolitan market and Chicago Downtown submarket has continued to make notable movements in a positive direction for operators. Prior to this time the market was in rebound from 2001 through 2003 levels due to contraction in travel largely attributable to associations with September 11<sup>th</sup>. However, the market is still above 2002 levels, which marked the lows in the market throughout the 2000s. The Chicago Downtown submarket drives the metropolitan area in terms of demand with the months of March through November representing the most active months in the marketplace.

The general outlook for the Chicago Downtown hotel submarket is better than the Metropolitan market as a whole. This is largely attributable to few additions to supply under construction, excessive barriers to entry, and the convention base.

The Chicago Convention and Tourism Bureau (CCTB) are charged with the duty to promote Chicago as a destination numerous leveraging the assets of Chicago and generating revenue for its visitor industry. The CCTB sales and markets the McCormick Place, the largest convention center in the county, and Navy Pier as two primary venues for events. The CCTB works as a liaison in the tourism and convention industries providing statistical and demographic information pertinent to convention and tourism industry as well as assembling convention, accommodation and tourism packages. The CCTB is a major contributor in helping to maintain and expand the convention and tourism base in Chicago. The city continues to receive favorable national and international media attention as a tourist attraction that fuels the weekend market during peak and off-peak times.

#### HIGHEST AND BEST USE

Highest and Best Use, as defined by the Appraisal Institute and used in this appraisal, is: "the reasonably probable and legal use of vacant land or an improved property, which is physically possible, appropriately supported, financially feasible, and that results in the highest value."

As implied in the definition above, the highest and best use of the property as if vacant may differ from the highest and best use of the site as improved. In either case, the highest and best use is that use which satisfies the four tests imposed by the definition: legal permissibility, physical possibility, financial feasibility, and maximal productivity. In other words, the use that "results in the highest value."

In estimating the highest and best use, there are four stages of analysis:

- 1. **Possible Use** What uses of the property are physically possible?
- 2. **Permissible Use (legal) -** What uses are permitted by zoning and deed restrictions on the site in question?
- 3. **Feasible Use** Which possible and permissible uses will produce a net return to the owner of the site?
- 4. **Highest and Best Use** Among the feasible uses, which will produce the highest net return or highest present worth?

## Highest and Best Use As Vacant

Legal Permissibility. The subject site is zoned DX-12, Downtown Mixed-Use District by the City of Chicago. The development of residential and commercial uses would represent a legal and conforming uses under the salient requirements of this zoning classification either by adhering to the existing zoning or by obtaining a variance or reclassification. The property would be permitted to remain in its developed configuration (i.e. density and setbacks) and with its developed perimeters indefinitely.

**Physically Possible.** No soil tests were reviewed in connection with this appraisal. However, there have been other mixed-use type properties constructed in the proximate area over the past 10 plus years. Assuming similar soil conditions throughout the area, this is an indication of the physical possible use for a residential property.

Financial Feasibility is concerned with the ability of any improvement to produce a sufficient return to attract development capital. Based on the utilization of the proximate properties, we believe that financial feasibility of a mixed-use development at this location is demonstrated. We believe that the development of the subject into a mixed-use property is a productive use for the site based on the permitted uses in the area.

*Maximally Productivity*. All factors considered, the highest and best use of the subject site, as vacant, is for the development of a mixed-use property.

## Highest and Best Use As If Improved

The highest and best use of the subject property as if improved must meet the same criteria set forth for the subject as vacant. The subject site if developed as a mixed-use development would be permitted to remain indefinitely in its planned configuration and within its proposed parameters pursuant to the subject zoning. There are other residential and commercial properties in the vicinity of the subject therefore, physical possibility is implicit. On the basis of the analysis contained in the valuation sections of this report, the value of the property as an improved mixed-use development would be greater than its current value as vacant. Thus, it would be more profitable to develop the site with a mixed-use property in the long term.

All factors considered, the highest and best use of the subject site, as if improved, is for the development of a mixed-use property is consistent with the principles of highest and best use.

## APPROACHES TO VALUE

The valuation of real estate is determined primarily through the use of three basic approaches to value: the Cost Approach, the Income Capitalization Approach and the Sales Comparison Approach. From the indicated values resulting from these analyses and the weight accorded to each value indication, an opinion of value is reached based upon expert judgment within the framework of the appraisal process.

The Cost Approach involves estimating the current cost to construct the improvements new, including an allowance for developer's profit and deducting from this amount accrued depreciation that has resulted from physical deterioration and functional and economic obsolescence. The limitations of this approach are the need to make large, subjective estimates for depreciation. More important, this approach is not used by sellers and buyers in acquisition/disposition analyses for properties of the subject type. In the case of the subject, this approach is not applicable as the subject is unimproved land.

The Sales Comparison Approach is based on the assumption that a prudent buyer would not pay more for a property than it would cost to acquire a comparable substitute property. Since no two properties are ever identical, the necessary adjustments for differences in quality, location, size, market appeal, and a number of other factors that affect prices paid for properties must be made. The limitation of this approach is that the motives of the individual purchasers and sellers vary depending on their need for cash, their tax position, their personal preferences, available financing, and a host of other factors that must be taken into consideration. As a result, it is often difficult to obtain sufficient information on a comparable sale to be able to make precise comparisons. For unimproved land this approach is the only pertinent approach.

The Income Capitalization Approach involves an analysis of a property in terms of its ability to produce a net annual income. It is concerned with estimating the present worth of future benefits that can be derived through ownership of a property. In utilizing this approach, either stabilized net operating income is capitalized at an overall rate commensurate with the rate demanded by investors or a projected cash flow stream is discounted at an appropriate rate in order to arrive at an estimate of value. The Income Capitalization Approach is generally most

useful in valuing an income producing property, which normally would be purchased by investors rather than by users. This approach is not applicable for unimproved land.

The final step in the valuation process is the reconciliation or correlation of the value indications. In the reconciliation or correlation, we consider the relative applicability of each of the approaches used; examine the range between the value indications, and place major emphasis on the approach that appears to produce the most reliable solution to the specific appraisal problem.

In arriving at a value estimate for the subject property, we have placed sole reliance on the Sales Comparison Approach as this method offers an indication based on actual transactions that have taken place in the market place.

## **COST APPROACH**

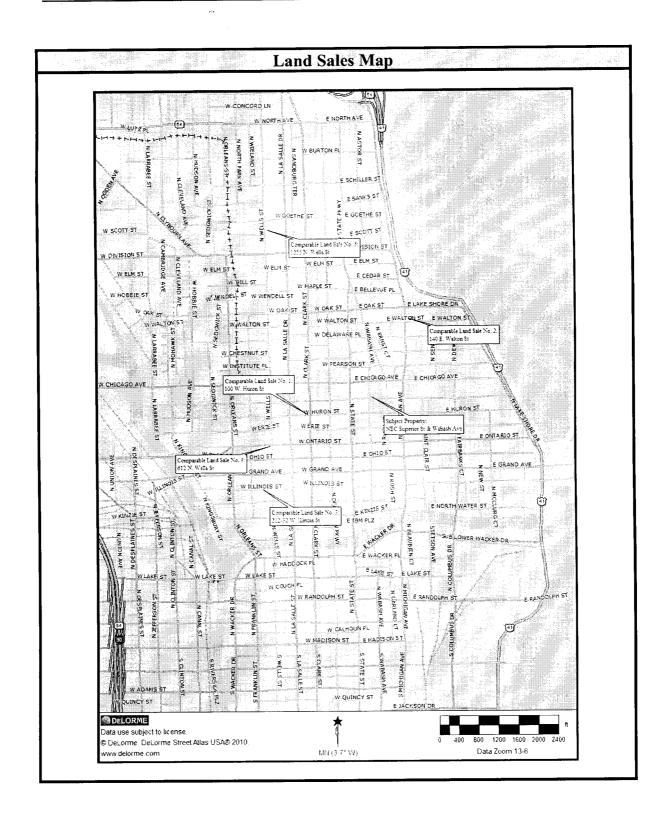
The Cost Approach typically involves estimating the replacement cost of the improvements (both hard and soft costs), adding an estimate of land value, adding a profit margin and deducting a depreciation estimate, where necessitated. This approach is not applicable for use in valuing unimproved land.

## SALES COMPARISON APPROACH

The Sales Comparison Approach involves a comparison of the subject property with other similar properties that have sold. This approach to value is based on the premise that a buyer would not pay more for a property than it would cost to acquire a comparable substitute property. In addition to differences in physical factors that influence value levels, adjustments must be made for changes in market conditions since the date of the transaction, the motives of the buyers and the sellers and a variety of other factors that have an impact on the price at which a property sells.

We have searched for vacant land sales in the proximate area near the subject. We were able to obtain information for the following four sales and one active listing which were determined to be the best comparables available. The comparable sales are detailed in the ensuing pages.

	Comparable Land Sales Summary NEC Superior Street & Wabash Avenue Chicago, IL 60611							
No.	Name/Location	Sale Date	Size- SF (Acres)	Zoning (FAR)	Sale Price	Price Per SF (Per FAR)		
1.	Mixed-Use Development Site 100 W. Huron Street Chicago, IL 60654	Active Listing	9,768 (0.224)	DX-7 (7.0)	\$4,500,000	\$460.69 (\$65.81)		
2.	Partial Land Interest 20% 140 E. Walton Street Chicago, IL 60611	Jun. '13	63,292 (1.453)	DX-12 (12.0)	\$30,000,000	\$2,369.97 (\$197.48)		
3.	Residential Development Site 212-32 W. Illinois Street Chicago, IL 60654	May '13	19,000 (0.436)	PD 1092 (9.81)	\$12,500,000	\$657.89 (\$67.06)		
4.	Mixed-Use Development Site 612 N. Wells Street Chicago, IL 60654	Jun. '11	15,181 (0.349)	DX-5 (5.0)	\$4,600,000	\$303.01 (\$60.60)		
5.	Mixed-Use Development Site 1255 N. Wells Street Chicago, IL 60610	Mar. '11	59,308 (1.362)	PD 1148 (5.0)	\$19,000,000	\$320.36 (\$64.07)		





Location: Residential Development Site

100 W. Huron Street Chicago, IL 60654

Date of Sale: Active Listing

PIN: 17-09-204-021

Land Size: 9,768 square feet; or 0.224 acres

**Zoning:** DX-7, Downtown Mixed-Use District

**FAR:** 7.0

Buyer: N/A

Seller: Affinity Huron LLC

Verification: LoopNet Listing ID No. 17780354

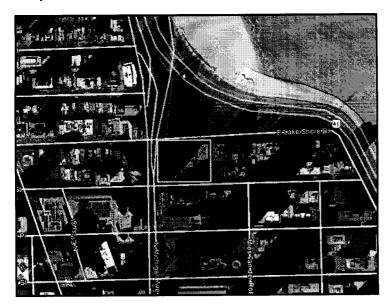
**Listing Price:** \$4,500,000

Price per Square Foot: \$460.69

Price per Buildable FAR: \$65.81

Comment: The asking price includes completed plans for 16 story condo

building and permit.



Location: Partial Land Interest

140 E. Walton Street Chicago, IL 60611

Date of Sale: June 27, 2013

PIN: 17-03-208-001

Land Size: 63,292 square feet; or 1.453 acres

**Zoning:** DX-12, Downtown Mixed-Use District

**FAR:** 12.0

Buyer: WWL DHotel Land LLC

Seller: Chicago Title Land Trust Co Trust No. 100855

Verification: Cook County Recording Document No. 1318229042

**Sale Price:** \$30,000,000 (20% interest)

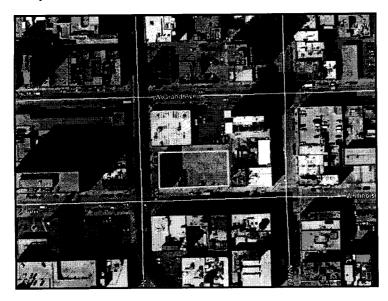
**Price Per Square Foot:** \$2,369.97 (100% @ \$150,000,000 value)

Price per Buildable FAR: \$197.48

Comment: The land owners sold a 20% undivided interest in the land under the

Drake Hotel in consideration of \$30 million. The land value equates to approximately \$2,370 per square foot based on the purchase price and equity in the land. The buyer controls the leasehold interest or the Drake Hotel building under the terms of a long term lease with a remaining term of approximately 25 years. The seller owns the land

and leases the hotel to the buyer.



Location: Residential Development Site

212-32 W. Illinois Street Chicago, IL 60654

Date of Sale: May 20, 2013

**PIN:** 17-09-244-005 through -008

Land Size: 19,000 square feet; or 0.436 acres

**Zoning:** PD 1092, Planned Development District

**FAR:** 9.81

Buyer: 220 W IL Owner LLC

Seller: Illinois Franklin Association LLC

Verification: Cook County Recording Document No. 1315633110

**Sale Price:** \$12,500,000

Price Per Square Foot: \$657.89

Price per Buildable FAR: \$67.06

Comment: The property consists of a nearly ½ acre site at the northeast corner of Illinois Street and Franklin Street. The site is currently zoned PD 1092.

The site is fully entitled for a 188 unit apartment building. Amenities will include a rooftop deck, outdoor space, and a fitness center. At the time of sale, the property was improved with a single story retail property and a three story former commercial building in extremely

poor condition.



Location: Mixed-Use Development Site

612 N. Wells Street Chicago, Il 60654

Date of Sale: June 2, 2011

**PIN:** 17-09-230-015, -016, & -017

Land Size: 15,181 square feet; or 0.349 acres

**Zoning:** DX-5

FAR: 5.0

Buyer: The Conture LLC (ADX Creative Services)

Seller: Carson Sales Corp (Dean Carson)

Verification: Cook County Recording Document No: 1116133006

**Sale Price:** \$4,600,000

Price Per Square Foot: \$303.01

Price per Buildable FAR: \$60.60

Comment:

This property is improved with a retail restaurant building operating under the name Carson's. As part of this deal the buyer agreed to deed the seller, Carson's, with a retail

condominium (a reported cost of \$2.0 million) in the to-be

built building upon completion.



Location: Residential Development Site

1255 N. Wells Street Chicago, IL 60610

Date of Sale: March 16, 2011

PIN: 17-04-221-003, -006 through -011, and -041

Land Size: 59,308 square feet; or 1.362 acres

Zoning: PD 1148

**FAR:** 5.0

Buyer: Wells St Flats LLC

Seller: Grossprops Associates LLC

Verification: Cook County Recording Document No. 1107734071

**Sale Price:** \$19,000,000

Price Per Square Foot: \$320.36

Price per Buildable FAR: \$64.07

Comment:

At the time of sale, the property was improved with two (2) buildings. The site is intended for development of an 18-story, 250 unit multi-family property and measuring approximately

350,000 square feet. The property commenced construction in April and is expected to be completed by the fall of 2012.

#### **Analysis of Comparable Sales of Land**

The land sales listed above were acquired for development and ranged from 9,768 square feet to 63,292 square feet. These transactions give a reasonable range of prices for activity in the market over the past 24+ months as the sales were completed between March 2011 and June 2013 and one property is currently marketed. The pricing on a per square foot basis ranged between \$303.01 and \$2,369.97. The sales were primarily on an all-cash basis.

Adjustments are typically made to the price per square foot; however, another unit of comparison for the subject property is price per square foot of developable area. Generally, this unit of comparison is used in highly dense areas where more sophisticated investors are present. Typically, all of the adjustments are similar to those on a price per square foot basis, with the exception of size. There tends to be an inverse relationship between the total allowable square footage and the price per square foot of developable area. This is largely due to the fact that the ground floor space tends to generate the greatest amount of revenue per unit metric. As the building grows in size the average attainable rent is diluted. Our adjustments are detailed below.

Adjustment Grid					
Sale #	1	2	3	4	5
Transaction Type	Active	Fee Simple	Fee Simple	Fee Simple	Fee Simple
Sale Date	Listing	Jun. '13	May '13	Jun. '11	Mar. '11
Sale Price	\$4,500,000	\$30,000,000	\$12,500,000	\$4,600,000	\$19,000,000
Sale Price per Allowable SF	\$65.81	\$197.48	\$67.06	\$60.60	\$64.07
Property Rights Conveyed	0%	0%	0%	0%	0%
Financing	0%	0%	0%	0%	0%
Conditions of Sale	-5%	0%	0%	0%	0%
Market Conditions	0%	0%	0%	0%	0%
Subtotal	-5%	0%	0%	0%	0%
Adjusted Price per Allowable SF	\$62.52	\$197.48	\$67.06	\$60.60	\$64.07
Physical Characteristics					
Location	10%	-75%	15%	15%	5%
Configuration	0%	0%	0%	0%	0%
Size	-10%	20%	-5%	-10%	0%
Total Other Adjustments	0%	-55%	10%	5%	5%
Adjusted Price per Allowable SF	\$62.52	\$88.87	\$73.77	\$63.63	\$67.27

Statistical Measure- Range					
Low	\$62.52				
High	\$88.87				
Mean	\$71.21				
Median	\$67.27				

Property Rights Conveyed – To the best of our knowledge, all the sales used in arriving at an opinion of market value involve the transfer of a fee simple interest.

Financial Terms/Financing – To the best of our knowledge, all sales were completed with cash or market oriented financing.

Conditions of Sale – Adjustments addressing conditions of sale typically focus on the motivations of buyers and sellers. In many sales, the conditions of sale may impact pricing to a significant degree. All the sales used within this analysis are believed to be arm's length transactions and thus no adjustments were required.

Market Conditions/Date of Sale – The sales within this section were completed between March 2011 and June 2013, having been completed over the last 24+ months.

In analyzing the above sales under the Sales Comparison Approach to Value, we focused on trends that could be identified from the above sales. We focused on the following factors: location with consideration for proximity to major thoroughfares/ expressways and accessibility as well frontage along major streets, shape, proximity of utilities and the size of the land parcel. In terms of the latter, the general real estate trend relative to size is inverse, whereby as the size of the property, land or building, increases, the price per unit tends to decline with the converse true as well. Of note, we considered the zoning for each sale. Lastly, in terms of the date of sale aspect, we did adjust the sales for market depreciation based on the current credit crisis which has significantly reduced the number of construction loans for development as well as limiting demand within the commercial and residential segments. The adjustments were made to the price per allowable square foot and are described below.

Sale No. 1: The property is located approximately ¼ mile southwest of the subject at the northwest corner of Huron Street and Clark Street. The sale is currently listed for sale in consideration of \$4,500,000. In order to address the eventual sale price from the listing price, we made a downward adjustment resulting in a subtotal value of \$62.52 per allowable square foot. The property was deemed to be situated in an inferior location from a perspective of real estate values. The subject property is located two blocks west of the Magnificent Mile segment of Michigan Avenue. This portion of Michigan Avenue north of the Chicago River is home to highend retailers and draws significant foot traffic and tourism to the area. We made an overall upward adjustment. The site is rectangular in shape similar to the subject. We made no adjustment for the configuration of the site. However, the allowable square feet of the site is smaller than the proposed subject size. We made a downward adjustment for the size differential between the subject property the sale property. We made no further adjustments. The foregoing adjustments resulted in an adjusted sale price of \$62.52 per allowable square foot.

Sale No. 2: The property is located approximately 1/3 mile northeast of the subject along Michigan Avenue between Walton Street and Oak Street. The sale occurred in June 2013. Due to the recent sale transfer, we made no adjustment for market appreciation since the date of sale resulting in a subtotal value equivalent to the actual sale price of \$197.48 per allowable square foot. The property is situated in arguably one of the best locations in the City of Chicago with unobstructed views of the City looking north and Lake Michigan. In addition, the property is situated at the north end of the Magnificent Mile corridor along Michigan Avenue which is a premier shopping destination and draws significant foot traffic and tourism. Lastly, the site has three street frontages along Michigan Avenue, Oak Street and Walton Street. We made a significant downward adjustment for its location. The site is rectangular in shape similar to the subject. We made no adjustment for the configuration of the site. However, the allowable square feet of the site is larger than the proposed subject size. We made an upward adjustment for the

size differential between the subject property the sale property. We made no further adjustments. The foregoing adjustments resulted in an adjusted sale price of \$88.87 per allowable square foot.

Sale No. 3: The property is located approximately ½ mile southwest of the subject near the northeast corner of Illinois Street and Franklin Street. The sale occurred in May 2013. Due to the recent sale transfer, we made no adjustment for market appreciation since the date of sale resulting in a subtotal value equivalent to the actual sale price of \$67.06 per allowable square foot. The property was deemed to be situated in an inferior location from a perspective of real estate values and commercial demand generators. The subject property is located two blocks west of the Magnificent Mile segment of Michigan Avenue. This portion of Michigan Avenue north of the Chicago River is home to high-end retailers and draws significant foot traffic and tourism to the area. We made an overall upward adjustment. The site is rectangular in shape similar to the subject. We made no adjustment for the configuration of the site. However, the allowable square feet of the site is smaller than the proposed subject size. We made a downward adjustment for the size differential between the subject property the sale property. We made no further adjustments. The foregoing adjustments resulted in an adjusted sale price of \$73.77 per allowable square foot.

Sale No. 4: The property is located less than ½ mile southwest of the subject at the southwest corner of Ontario Street and Wells. The sale occurred in June 2011. Since the sale transfer, real estate values have remained flat for development sites. We made no adjustment for market appreciation since the date of sale resulting in a subtotal value of \$60.06 per allowable square foot. The property was deemed to be situated in an inferior location from a perspective of real estate values and commercial demand generators. The subject property is located two blocks west of the Magnificent Mile segment of Michigan Avenue. This portion of Michigan Avenue north of the Chicago River is home to high-end retailers and draws significant foot traffic and tourism to the area. We made an overall upward adjustment. The site is rectangular in shape similar to the subject. We made no adjustment for the configuration of the site. However, the allowable square feet of the site is smaller than the proposed subject size. We made a downward adjustment for the size differential between the subject property the sale property. We made no further adjustments. The foregoing adjustments resulted in an adjusted sale price of \$63.63 per allowable square foot.

Sale No. 5: The property is located approximately ¾ mile northwest of the subject along Wells Street just north of Division Street. The sale occurred in March 2011. Since the sale transfer, real estate values have remained flat for development sites. We made no adjustment for market appreciation since the date of sale resulting in a subtotal value of \$64.07 per allowable square foot. The property was deemed to be situated in an inferior location from a perspective of real estate values and commercial demand generators. The subject property is located two blocks west of the Magnificent Mile segment of Michigan Avenue. This portion of Michigan Avenue north of the Chicago River is home to high-end retailers and draws significant foot traffic and tourism to the area. We made an overall upward adjustment. The site is rectangular in shape similar to the subject. We made no adjustment for the configuration of the site. Lastly, the allowable square feet of the site is similar to the proposed subject size. We made no adjustment for the size differential between the subject property the sale property. We made no further

adjustments. The foregoing adjustments resulted in an adjusted sale price of \$67.27 per allowable square foot.

#### Conclusion

The adjusted values ranged from \$62.52 to \$88.87 per square foot. There is a wide range of resulting sale prices indicated from our survey. However, it is our opinion that the subject property is superior to all the comparables with exception to the Drake Hotel site. We believe that the subject's market value estimate would fall above the sale price of the comparables with inferior locations and near the average of the adjusted sale price per allowable square foot or \$72.00 per FAR feet. Accordingly, our opinion of value is reflected below in the following table.

Average Adjusted Sale Price Per Allowable SF	\$72.00
Total Square Feet (Net)	293,512
Estimated Sales Price	21,132,864
Rounded Rounded	\$21,150,000

## **INCOME CAPITALIZATION APPROACH**

# Introduction Definition and Discussion of Methodology

The Income Approach is defined as follows:

"The approach through which an appraiser derives a value indication for income-producing property by converting benefits; i.e., cash flows and reversion, into property value. This conversion can be accomplished in two ways: one year's income expectancy or several years' income expectancies may be capitalized at a market-derived capitalization rate or a capitalization that reflects a specified income pattern, return on investment, and change in the value of the investment; secondly, the annual cash flows may be discounted for the holding period and the reversion at a specified rate."

This approach is not applicable for use in valuing unimproved land.

## FINAL VALUE ESTIMATE AND MARKETING PERIOD

In valuing the subject site, we have considered the three methods of valuation: The Cost Approach, The Income Capitalization Approach, and the Sales Comparison Approach.

The Sales Comparison Approach was considered being solely reliable. The value indication resulting from this approach is as follows:

## Value Indications: "As Assembled assuming 23.52 FAR factor"

Cost Approach:

Not Applicable

Sales Comparison Approach:

\$21,150,000

Income Capitalization Approach:

Not Applicable

Final Value Estimate:

\$21,150,000

Based on our analyses and current market conditions, a reasonable marketing period for the subject property is twelve months or less.

Exposure time is the estimated length of time the property interest being appraised would have been offered on the market prior to the hypothetical consummation of a sale at market value on the effective date of the appraisal. The exposure time typically differs from the marketing period as it is assumed to precede the effective date of the appraisal. We project exposure time for the subject is twelve months.

#### **CERTIFICATION**

The undersigned do hereby certify that, except as otherwise noted in this appraisal report:

- The statements of fact contained in this report are true and correct;
- The reported analyses, opinions, and conclusions are limited only by the reported assumptions and limiting conditions, and are our personal, and unbiased professional analyses opinions, and conclusions;
- We have no present or prospective interest in the property that is the subject of this report, and we have no personal interest or bias with respect to the parties involved;
- Our compensation is not contingent upon the reporting of a predetermined value or direction in value that favors the cause of the client, the amount of the estimate, the attainment of a stipulated result, or the occurrence of a subsequent event;
- Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the Uniform Standards of Professional Appraisal Practice;
- Brian D. Flanagan has made a personal inspection of the property that is the subject of this report; Miguel A. Rojas provided professional assistance in the compilation of this report;
- The reported analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with the requirements of the Code of Professional Ethics and the Standard of Professional Appraisal Practice of the Appraisal Institute;
- The use of this report is subject to the requirements of the Appraisal Institute relating to review by its duly authorized representatives;
- USPAP requires appraisers to disclose to the client any services they have provided in connection with the subject property in the prior three years, including valuation, consulting, property management, brokerage, or any other services. We have performed no other services, as an appraiser or in any other capacity, regarding the property that is the subject of this report within the three-year period immediately preceding acceptance of this assignment.

As of the date of this report, Brian D. Flanagan has completed the requirements of the continuing education program of the Appraisal Institute. His State Certified General Real Estate Appraisal license expires on September 30, 2013, and is renewable.

We have performed our services and prepared this report in accordance with generally accepted appraisal practices, and make no other warranties, either expressed or implied, as to the character and nature of such services and product.

All factors considered, it is our opinion that the "as assembled" (assuming an FAR factor of 23.52) fee simple interest value of the property based on the assumptions and limiting conditions set forth in this report as of July 30, 2013 is:

# TWENTY ONE MILLION ONE HUNDRED and FIFTY THOUSAND DOLLARS \$21,150,000

If you have any questions regarding our value estimate or analysis or require any additional information please contact the undersigned. We appreciate having the opportunity to be of service to you in this matter.

Respectfully submitted,

PROPERTY VALUATION ADVISORS, INC.

Brian D. Flanagan, MAI, President

State Certified General Real Estate Appraiser

Bri D. Hlamay-

Certification Number 553-000103

Expires 9/30/2013

## **ASSUMPTIONS AND LIMITING CONDITIONS**

This appraisal report has been based on, and is subject to, the following general assumptions and limiting conditions:

- The value reported is only applicable to the purpose, function, and terms stated in this report and shall not be used for any other purpose.
- The appraisers have assumed that the reader (s) of this report is well versed in real estate and is a sophisticated and knowledgeable business person(s).
- No responsibility is assumed for the legal description provided or for matters pertaining to legal or title considerations. Title to the property is assumed to be good and marketable unless otherwise stated. The property is appraised free and clear of any or all liens or encumbrances unless otherwise stated. It is assumed that the use of the land and improvements is confined within the boundaries or property lines of the property described and that there is no encroachment or trespass unless noted in the report.
- Responsible ownership and competent property management are assumed.
- The information furnished by others is believed to be reliable, but no warranty is given for its accuracy.
- All engineering studies are assumed to be correct. The plot plans and illustrative material in this report are included only to help the reader visualize the property.
- It is assumed that there are no hidden or unapparent conditions of the property, subsoil, or structures that render
  it more or less valuable. No responsibility is assumed for such conditions or for obtaining the engineering studies
  that may be required to discover them.
- It is assumed that the property is in full compliance with all applicable federal, state, and local environmental regulations and laws unless the lack of compliance is stated, described and considered in the appraisal report. It is assumed that all required licenses, certificates of occupancy, consents, and other legislative or administrative authority from any local, state, or national government or private entity or organization have been or can be obtained or renewed for any use on which the value estimate contained in this report is based.
- It is assumed that the property conforms to all applicable zoning and use regulations and restrictions unless nonconformity has been identified, described and considered in the appraisal report.
- The appraisers shall not be required to give testimony as a witness or to appear in any capacity in any legal or administrative hearing or procedure, or to have any continued service responsibility unless compensated, by the engager of this report, in advance, according to their fee schedule then in effect.
- Unless otherwise stated in this report, the existence of hazardous materials, which may or may not be present on the property, was not observed by the appraiser. The appraiser has no knowledge of the existence of such material on or in the property. The appraiser however is not qualified to detect such substances. The presence of substances such as asbestos, urea-formaldehyde foam insulation and other potentially hazardous materials may affect the value of the property. The value estimated is predicated on the assumption that there is no such material on or in the property that would cause a loss in value. No responsibility is assumed for such conditions or for any expertise or engineering knowledge required discovering them. The client is urged to retain an expert in this field, if desired.
- The Appraisers are not engineers, no warranties are made by references to physical property characteristics in terms of quality, condition, cost, suitability, soil conditions, flood risk, obsolescence, etc., and no liability is assumed for any engineering-related issues.
- Possession of this report or a copy thereof does not imply right of publication, nor use for any purpose by any
  other than the person, to whom it is addressed, without the written consent of Property Valuation Advisors, Inc.
- The liability of Property Valuation Advisors, Inc., and its employees is limited to the client. This appraisal was prepared specifically for our client, to whom this appraisal was addressed.

- Cash flow projections are forecasts of estimated future operating characteristics and are predicated on the information and assumptions contained within the appraisal report. The achievement of the financial projections will be affected by fluctuating economic conditions and is dependent upon other future occurrences that cannot be assured. Actual results may well vary from the projections contained herein. The appraisers do not warrant that these forecasts will occur. Projections may be affected by circumstances beyond the current realm of knowledge or control of the appraisers. The appraisers are not trying to forecast the future but rather are attempting to replicate techniques utilized by market participants for properties similar to the subject.
- The Americans with Disabilities Act ("ADA") became effective January 26, 1992. We have not made a specific compliance survey and analysis of this property to determine whether or not it is in conformity with the various detailed requirements of the ADA. It is possible that a compliance survey of the property, together with a detailed analysis of the requirements for the ADA, could reveal that the property is not in compliance with one or more of the requirements of the Act. If so, this fact could have a negative effect upon the value of the property. Since we have no direct evidence relating to this issue, we did not consider possible non-compliance with the requirements of the ADA in estimating the value of the property.

# ADDENDA

Qualifications

Survey/Legal Description

## Qualifications

## BRIAN D. FLANAGAN, MAI State Certified General Real Estate Appraiser

Brian D. Flanagan is Founder and President of Property Valuation Advisors, Inc. (PVA). Property Valuation Advisors' corporate headquarters are located in Chicago. Mr. Flanagan has over twenty-five years of experience in real estate analysis, appraisal and valuation, deal structuring, property ownership and portfolio valuation. His diversified background includes the valuation of real estate for a wide range of applications including market value appraisals, property portfolio consulting and valuation, investment advisory services, bond financing and tax increment financing issues, and specialized valuations including office buildings, retail centers, shopping malls, small and large scale industrial properties and manufacturing facilities, hotels/motels, special use medical facilities, and manufactured home communities.

Mr. Flanagan has completed projects throughout the United States, Canada, Europe, Bermuda and the Caribbean on behalf of domestic and foreign investment firms, REITs, pension funds and their advisors, financial institutions and insurance companies.

Areas of specialization for Mr. Flanagan include: development and redevelopment, portfolio valuation, investment analysis via computerized lease-by-lease analysis, discounted cash flow analysis, feasibility, and market studies. Mr. Flanagan concentrates on appraisals and valuation issues.

Before founding Property Valuation Advisors, Inc. (PVA), Mr. Flanagan served as Senior Vice President at the Chicago development and consulting firm of Sudler Marling, Inc. and as a Principal at the national accounting firm of Laventhol & Horwath (L&H). Prior to his position at L&H, Mr. Flanagan was a Senior Manager at the national accounting firm of Pannell Kerr Forster and a Senior Analyst at VMS Realty Partners.

Property Valuation Advisors clients include Angelo Gordon Net lease, Republic Bank, Southern Farm Insurance, Lakeside Bank, Walker & Dunlop, Key Bank, US Bank, Berkadia Capital, Wells Fargo Bank, JP Morgan Chase, Associated Bank, Prudential Insurance Company, Metropolitan Capital Bank, Allstate Insurance Company, Nationwide Insurance Company, State Farm Insurance, StanCorp, TCF Bank, MB Financial Bank, , Bridgeview Bank Group, Principal Financial Investors, and Jackson National Life.

Mr. Flanagan graduated from the Ohio State University, Columbus, Ohio with a Bachelor of Arts degree with a concentration in Economics. He earned his Masters of Business Administration (M.B.A.) degree from Xavier University, Cincinnati, Ohio with a concentration in Finance. Mr. Flanagan has earned his MAI designation (Member, Appraisal Institute #8481), is a State Certified General Real Estate Appraiser (#553-000103), Associate Member of CCIM, a Member of the Illinois Coalition of Appraisal Professionals, a Member of The Ohio State University Alumni Association, Member of Alpha Sigma Nu (The Honorary Society of Jesuit Institutions of Higher Learning) and a Member of the Xavier University Alumni Association.

## Survey/Legal Description

